A5185-1

HAUCK & ASSOCIATES INC

Professional
Association
Management

October 25, 1990

PARTICIPATING MANUFACTURERS AND DISTRIBUTORS
HIA STATISTICAL REPORTING PROGRAM
THIRD QUARTER 1990

Dear Participant:

On behalf of the Hearing Industries Association (HIA), I am providing the HIA Statistical Report for the quarter ending September 30, 1990.

The only modification to the program reflects the HIA Board of Directors decision to eliminate the distinction between foreign and domestic origin of manufacture. Reports on page five and six have been amended.

Please contact me if you have any questions. Thank you.

Sincerely,

Gretchen M. Leonard

Gretchen M. Leonard
Statistics Manager

P015

1255 Twenty-Third Street, NW, Washington, DC 20037-1174
Phone: 202/452-8100 • Fax: 202/833-3636

Member
Institute of Association
Management Companies

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CURRENT PARTICIPANTS
THIRD QUARTER 1990

COMPANY NAME	DATE REPORT RECEIVED BY HAUCK & ASSOCIATES
GN DANAVOX, INC.	10/5/90
BEST LABS	10/8/90
UNIMAX HEARING INSTRUMENTS	10/8/90
WIDEX HEARING AID INSTRUMENTS	10/9/90
HEARING TECHNOLOGY, INC	10/10/90
MAGNATONE QUALITY HEARING INSTRUMENTS	10/10/90
MARCON HEARING INSTRUMENTS	10/10/90
AUDINA HEARING INSTRUMENTS, INC.	10/11/90
ELECTONE, INC.	10/11/90
UNITRON INDUSTRIES, INC.	10/11/90
ARGOSY ELECTRONICS	10/12/90
MAICO/BERNAFON	10/12/90
PHONAK	10/12/90
3M HEARING HEALTH	10/15/90
BELTONE ELECTRONICS CORPORATION	10/15/90
PHILIPS	10/15/90
AUDIBEL WHOLESALE	10/16/90
FIDELITY/BOSCH	10/16/90
NU-EAR ELECTRONICS	10/16/90
OMNI	10/16/90
OTO-SONIC, INC.	10/16/90
SIEMENS HEARING INSTRUMENTS	10/16/90
STARKEY LABORATORIES	10/16/90
CAREY LABORATORIES	10/16/90
CLEAR CORPORATION	10/17/90
TELEX COMMUNICATIONS	10/17/90
UNITED HEARING SYSTEMS	10/17/90
DAHLBERG, INC.	10/18/90
QUALITONE	10/18/90
TELESTAR/SONOTONE	10/19/90
REXTON, INC.	10/20/90
BAUSCH & LOMB	10/22/90
ENSONIQ CORPORATION	10/22/90
OTICON, INC.	10/22/90
VANCO INDUSTRIES, INC.	10/22/90
MICRO-TECH HEARING INSTRUMENTS	10/22/90
FINETONE HEARING INSTRUMENTS	10/22/90
AUTHORIZED HEARING	10/22/90
LORI MEDICAL LABS, INC.	10/22/90
OLYMPIA INSTRUMENTS, INC.	10/22/90

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HEARING INDUSTRIES ASSOCIATION

STATISTICAL REPORTING PROGRAM

PARTICIPATING COMPANIES

1987 - 1990

- YEAR - QUARTER	- 1987 -				- 1988 -				- 1989 -				- 1990 -			
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
PARTICIPATING COMPANIES																
3M HEARING HEALTH CARE																
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
AUDINA HEARING INSTRUMENTS													X	X	X	
AUDIOSCIENCE													1	1	1	
AUDIO-TECHNICA U.S. INC.													X			
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X					
AUDIBEL WHOLESALE									^	^	^	^	^	^	^	
AUTHORIZED HEARING SYSTEMS											1	1	*	*	*	
BAUSCH & LOMB HEAR SYST (VOROBA)		X	X	X	X	X		X	X	X	X	X	X	X	X	
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
BERNAFON, INC.	X	X	X	X	X	X	X	X	X	X	X	X	#	#	#	
BEST LABS/FIDELITY									1	1	1	1		1	1	
ROBERT BOSCH CORPORATION	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
CAREY LABS											1	1	1	*	*	
CLEAR CORPORATION									1			1		1	1	
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	1	1	1	1	1	1	1	
ELECTONE, INC.	1	1							1	1	1	1	1	1	1	
ENSONIQ								X			X	X	X	X	X	
FIDELITY HEARING INSTRUMENTS		1	1	1	X	*	*	*	*	*	*	*	*	*	*	
FINETONE HEARING	X	X	X	X	X	X	X	X	X	X	X	x	X	X	X	
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
HEARING SERVICES INC.	X	X	X	X	X	X	X	O	O	O	O	O	O	O	O	
HEARING TECHNOLOGY, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
LANG HEARING	X	X	X	X	X	X	X	X	X	X	O	O	O	O	O	
LORI LABS											1	1	1	1	1	
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
MARCON HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MICRO-TECH HEARING INSTRUMENTS									1	1	1	1	1	1	1	
NATIONAL HEARING AID LABS									1	1	1	1				
NU-EAR ELECTRONICS	1							1	1	1	1	1	*	*	*	
OLYMPIA INSTRUMENTS, INC.									1	1	1		1	1	1	
OMNI HEARING SYSTEMS	X	X	X	X	X	1	*	*	*	*	*	*	*	*	*	
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
OTO-SONIC INC.									1	1	1	1	1	1	1	
PHILIPS/AUDIONICS CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
PHONAK												X	X	X	X	
PHONIC EAR INC. (π)	X	X	X	X	X	X	X	X	X	X	X					
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
REXTON INTERNATIONAL	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
RION ACOUSTIC INSTRUMENTS	1	1	1	1	1											
SIEMENS HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
TELEX COMMUNICATIONS	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	
TELSTAR ELECTRONICS									1	1	1	1	1	1	1	
UNITED HEARING SYSTEMS												1	1	X	X	
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
UNIMAX HEARING INSTRUMENTS									1	1	1	1	1	1	1	
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	X	X	
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	

CODES:

- X REPORTING MEMBER
- 1 REPORTING NONMEMBER
- BLANK INDICATES NO INPUT

- (π) HEARING AID SALES ASSUMED BY PHONAK
- * ACQUIRED BY STARKEY LABORATORIES
- O ACQUIRED BY ARGOSY ELECTRONICS
- ^ ACQUIRED BY DAHLBERG ELECTRONICS
- # ACQUIRED BY MAICO HEARING INSTRUMENTS

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HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1986 #	%	1987 #	%	1988 #	%	1989 #	%	1990 (JAN-SEPT) #	%	% Δ
ALABAMA	12,709	1.07	14,632	1.11	12,441	0.95	14,872	1.01	10,793	0.94	-5.27
ALASKA	1,174	0.10	1,170	0.09	1,710	0.13	1,653	0.11	1,219	0.11	-2.40
ARIZONA	19,584	1.64	22,207	1.68	24,110	1.84	24,911	1.69	17,629	1.54	-7.96
ARKANSAS	9,897	0.83	9,853	0.75	9,386	0.72	12,718	0.86	8,508	0.74	-16.53
CALIFORNIA	138,591	11.63	150,773	11.43	142,554	10.90	149,213	10.13	118,966	10.36	4.89
COLORADO	16,992	1.43	26,331	2.00	25,105	1.92	22,774	1.55	16,605	1.45	-3.64
CONNECTICUT	13,467	1.13	13,913	1.06	14,458	1.11	16,172	1.10	12,201	1.06	-0.07
DELAWARE	2,637	0.22	2,806	0.21	3,362	0.26	2,934	0.20	2,302	0.20	-5.96
WASHINGTON, D.C.	1,723	0.14	1,562	0.12	2,134	0.16	2,446	0.17	1,632	0.14	-4.34
FLORIDA	89,434	7.50	94,891	7.20	77,192	5.90	101,163	6.87	82,146	7.15	8.85
GEORGIA	16,950	1.42	20,576	1.56	22,226	1.70	23,080	1.57	16,436	1.43	-9.19
HAWAII	3,629	0.30	4,105	0.31	3,524	0.27	4,319	0.29	4,500	0.39	34.85
IDAHO	7,413	0.62	8,020	0.61	7,792	0.60	8,779	0.60	6,765	0.59	-1.01
ILLINOIS	49,043	4.11	50,437	3.83	51,991	3.97	59,902	4.07	46,681	4.06	2.10
INDIANA	26,087	2.19	29,410	2.23	32,069	2.45	35,106	2.38	27,562	2.40	1.98
IOWA	17,633	1.48	19,467	1.48	21,359	1.63	23,213	1.58	17,922	1.56	1.16
KANSAS	13,650	1.15	13,632	1.03	14,534	1.11	14,596	0.99	11,357	0.99	3.76
KENTUCKY	13,736	1.15	13,518	1.03	14,421	1.10	17,261	1.17	13,334	1.16	-0.75
LOUISIANA	12,391	1.04	13,193	1.00	11,998	0.92	13,978	0.95	10,876	0.95	0.81
MAINE	6,251	0.52	6,540	0.50	6,398	0.49	7,382	0.50	5,484	0.48	-5.51
MARYLAND	20,350	1.71	25,376	1.92	24,008	1.84	23,551	1.60	18,600	1.62	3.92
MASSACHUSETTS	37,824	3.17	39,467	2.99	37,462	2.86	40,016	2.72	30,212	2.63	-1.78
MICHIGAN	48,100	4.04	58,446	4.43	63,503	4.85	61,931	4.20	50,953	4.44	5.55
MINNESOTA	34,344	2.88	35,540	2.70	34,077	2.60	37,320	2.53	29,271	2.55	4.32
MISSISSIPPI	6,634	0.56	8,299	0.63	7,710	0.59	8,716	0.59	6,846	0.60	4.06
MISSOURI	29,339	2.46	28,715	2.18	30,077	2.30	38,898	2.64	28,440	2.48	-5.02
MONTANA	5,792	0.49	5,741	0.44	5,037	0.38	8,127	0.55	6,051	0.53	-3.75
NEBRASKA	11,241	0.94	10,596	0.80	11,430	0.87	12,885	0.87	9,881	0.86	-1.97
NEVADA	4,792	0.40	5,793	0.44	5,698	0.44	6,140	0.42	5,533	0.48	18.84
NEW HAMPSHIRE	2,752	0.23	3,747	0.28	4,219	0.32	5,220	0.35	4,288	0.37	10.63
NEW JERSEY	29,089	2.44	34,309	2.60	36,788	2.81	35,410	2.40	26,779	2.33	-1.26
NEW MEXICO	6,186	0.52	7,857	0.60	8,079	0.62	7,771	0.53	6,031	0.53	1.23
NEW YORK	60,353	5.06	68,028	5.16	72,581	5.55	80,001	5.43	59,740	5.20	-3.17
NORTH CAROLINA	19,771	1.66	21,996	1.67	24,948	1.91	25,984	1.76	18,689	1.63	-7.75

STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1986 #	1986 %	1987 #	1987 %	1988 #	1988 %	1989 #	1989 %	1990 (JAN-SEPT) #	1990 (JAN-SEPT) %	1990 (JAN-SEPT) % Δ
NORTH DAKOTA	5,118	0.43	5,382	0.41	5,878	0.45	5,561	0.38	4,298	0.37	-2.03
OHIO	51,274	4.30	57,444	4.36	56,851	4.35	66,239	4.50	53,288	4.64	1.04
OKLAHOMA	16,274	1.37	17,758	1.35	17,241	1.32	17,940	1.22	14,084	1.23	3.26
OREGON	24,886	2.09	27,938	2.12	26,483	2.02	23,273	1.58	20,021	1.74	14.43
PENNSYLVANIA	58,646	4.92	61,306	4.65	57,735	4.41	67,982	4.61	52,870	4.60	2.92
RHODE ISLAND	4,828	0.41	5,108	0.39	5,438	0.42	5,904	0.40	4,592	0.40	1.30
SOUTH CAROLINA	7,855	0.66	9,841	0.75	10,402	0.80	11,655	0.79	8,977	0.78	2.59
SOUTH DAKOTA	4,316	0.36	4,930	0.37	5,181	0.40	5,328	0.36	4,018	0.35	-4.15
TENNESSEE	16,416	1.38	17,707	1.34	18,168	1.39	22,281	1.51	16,138	1.41	-6.72
TEXAS	59,777	5.02	67,487	5.12	65,164	4.98	72,771	4.94	59,837	5.21	8.11
UTAH	6,774	0.57	8,299	0.63	7,741	0.59	9,978	0.68	8,586	0.75	10.46
VERMONT	7,040	0.59	7,471	0.57	7,017	0.54	6,619	0.45	4,951	0.43	-1.53
VIRGINIA	17,836	1.50	21,472	1.63	20,980	1.60	22,929	1.56	17,127	1.49	-1.73
WASHINGTON	26,000	2.18	28,030	2.13	28,905	2.21	30,821	2.09	23,746	2.07	-0.83
WEST VIRGINIA	11,225	0.94	12,286	0.93	13,824	1.06	13,378	0.91	10,045	0.87	-3.11
WISCONSIN	25,344	2.13	28,039	2.13	28,427	2.17	31,139	2.11	23,814	2.07	0.62
WYOMING	1,513	0.13	1,898	0.14	2,148	0.16	1,947	0.13	1,411	0.12	-5.56
GOVERNMENT AGENCIES	55,968	4.70	62,975	4.78	64,828	4.96	72,077	4.89	48,760	4.25	-13.73
UNALLOCATED BY STATE	1,292	0.11	2,235	0.17	1,527	0.12	37,091	2.52	37,662	3.28	56.48
DOMESTIC SUBTOTAL	1,191,940	100%	1,318,552	100%	1,308,319	100%	1,473,355	100%	1,148,457	100%	2.02
CANADA (see p.12)	46,998		51,449		49,283		38,795		15,602		-55.09
OTHER EXPORTS (see p. 15)	29,204		33,488		37,844		40,930		40,462		36.23
UNALLOCATED	N/A		N/A		N/A		N/A		0		N/A
FOREIGN SUBTOTAL	76,202		84,937		87,127		79,725		56,064		-13.00
GRAND TOTAL	1,268,142		1,403,489		1,395,446		1,553,080		1,204,521 ‡		1.21
% OVER PRIOR YEAR	+11.55%		+10.67%		-0.57%		+11.30% **				

NOTES:

- # NET UNIT SALES (YEAR TO DATE)
- % PERCENTAGE OF TOTAL DOMESTIC SALES (YEAR TO DATE)
- % Δ PERCENTAGE CHANGE OVER SAME PERIOD LAST YEAR
- ** THE 1989 STATISTICS INCLUDE 11 NEW REPORTING COMPANIES; WITHOUT THOSE COMPANIES, SALES DECREASED 0.41%
- ‡ ADJUSTMENTS TO 1ST & 2ND QUARTERS DUE TO AMENDED REPORTS FILED BY REPORTING COMPANIES.

HIASTATE

NET UNITS SOLD BY TYPE AND ORIGIN

	BEHIND-THE-EAR		IN-THE-EAR					MISCELLANEOUS (*)		TOTALS			% Δ (**)
	Domestic Mfg.	Foreign Mfg.	Custom	Canal	Half-Concha	Low Profile	Stock Canal	Domestic Mfg.	Foreign Mfg.	Domestic Mfg.	Foreign Mfg.	All Mfg.	
1987													
1st Quarter	32,912	39,015	177,215	42,437	8,757	19,339	1,460	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O %	9.56%	11.33%	51.47%	12.32%	2.54%	5.62%	0.42%	6.09%	0.64%	87.34%	12.66%	100.00%	
2nd Quarter	35,221	43,299	181,101	48,966	12,601	22,060	2,088	17,426	2,494	315,407	49,849	365,256	+10.56%
T&O %	9.64%	11.85%	49.58%	13.41%	3.45%	6.04%	0.57%	4.77%	0.68%	86.35%	13.65%	100.00%	
3rd Quarter	34,558	39,934	172,943	41,005	20,502	23,947	1,154	8,347	2,677	299,167	45,900	345,067	+6.90%
T&O %	10.01%	11.57%	50.12%	11.88%	5.94%	6.94%	0.33%	2.42%	0.78%	86.70%	13.30%	100.00%	
4th Quarter	31,431	39,435	160,053	69,416	4,879	30,734	1,206	9,116	2,570	304,464	44,376	348,840	+9.89%
T&O %	9.01%	11.30%	45.88%	19.90%	1.40%	8.81%	0.35%	2.61%	0.74%	87.28%	12.72%	100.00%	
Total 1987	**134,122**	**161,683**	**691,312**	**201,824**	**46,739**	**96,080**	**5,908**	**55,864**	**9,957**	**1,219,771**	**183,718**	**1,403,489**	**+10.67%**
T&O %	**9.56%**	**11.52%**	**49.26%**	**14.38%**	**3.33%**	**6.85%**	**0.42%**	**3.98%**	**0.71%**	**86.91%**	**13.09%**	**100.00%**	
Type %	**21.08%**				**74.23%**			**4.69%**				**100.00%**	
1988													
1st Quarter	30,178	38,828	166,845	60,971	10,961	21,095	812	7,956	2,442	296,765	43,323	340,088	-1.23%
T&O %	8.87%	11.42%	49.06%	17.93%	3.22%	6.20%	0.24%	2.34%	0.72%	87.26%	12.74%	100.00%	
2nd Quarter	34,769	37,253	175,626	63,342	12,777	23,867	570	7,962	2,490	316,987	41,669	358,656	-1.81%
T&O %	9.69%	10.39%	48.97%	17.66%	3.56%	6.65%	0.16%	2.22%	0.69%	88.38%	11.62%	100.00%	
3rd Quarter	34,268	37,075	179,517	63,050	11,983	24,640	782	3,905	1,144	315,712	40,652	356,364	+3.27%
T&O %	9.62%	10.40%	50.37%	17.69%	3.36%	6.91%	0.22%	1.10%	0.32%	88.59%	11.41%	100.00%	
4th Quarter	27,399	32,157	180,623	55,059	12,287	25,183	456	5,970	1,204	304,332	36,006	340,338	-2.44%
T&O %	8.05%	9.45%	53.07%	16.18%	3.61%	7.40%	0.13%	1.75%	0.35%	89.42%	10.58%	100.00%	
Total 1988	**126,614**	**145,313**	**702,611**	**242,422**	**48,008**	**94,785**	**2,620**	**25,793**	**7,280**	**1,233,796**	**161,650**	**1,395,446**	**-0.57%**
T&O %	**9.07%**	**10.41%**	**50.35%**	**17.37%**	**3.44%**	**6.79%**	**0.19%**	**1.85%**	**0.52%**	**88.42%**	**11.58%**	**100.00%**	
Type %	**19.49%**				**78.14%**			**2.37%**				**100.00%**	
1989													
1st Quarter	37,053	36,324	189,496	61,554	12,925	24,203	327	6,680	1,222	332,238	37,546	369,784	+8.73%
T&O %	10.02%	9.82%	51.25%	16.65%	3.50%	6.55%	0.09%	1.81%	0.33%	89.85%	10.15%	100.00%	
2nd Quarter	34,853	44,845	208,355	72,611	15,163	25,487	541	5,039	1,910	362,049	46,755	408,804	+13.98%
T&O%	8.53%	10.97%	50.97%	17.76%	3.71%	6.23%	0.13%	1.23%	0.47%	88.56%	11.44%	100.00%	
3rd Quarter	45,228	34,273	208,761	76,657	15,859	22,850	581	5,266	2,053	375,202	36,326	411,528	+15.48%
T&O %	10.99%	8.33%	50.73%	18.63%	3.85%	5.55%	0.14%	1.28%	0.50%	91.17%	8.83%	100.00%	
4th Quarter	30,080	43,985	171,851	75,246	15,621	17,802	1,479	5,850	1,050	317,929	45,035	362,964	+6.65%
T&O%	8.29%	12.12%	47.35%	20.73%	4.30%	4.90%	0.41%	1.61%	0.29%	87.59%	12.41%	100.00%	
Total 1989	**147,214**	**159,427**	**778,463**	**286,068**	**59,568**	**90,342**	**2,928**	**22,835**	**6,235**	**1,387,418**	**165,662**	**1,553,080**	**+11.30%** (***)
T&O %	**9.48%**	**10.27%**	**50.12%**	**18.42%**	**3.84%**	**5.82%**	**0.19%**	**1.47%**	**0.40%**	**89.33%**	**10.67%**	**100.00%**	
Type %	**19.75%**				**78.39%**			**1.87%**				**100.00%**	
1990													
1st Quarter	76,942		182,706	76,042	17,859	14,071	2,929	7,169		377,718		377,718	+2.15% ‡
Type %	20.37%		48.37%	20.13%	4.73%	3.73%	0.78%	1.90%		100.00%		100.00%	
2nd Quarter	81,782		186,374	81,934	21,099	15,883	-50	6,009		393,031		393,031	-3.86% ‡
Type %	20.81%		47.42%	20.85%	5.37%	4.04%	-0.01%	1.53%		100.00%		100.00%	
3rd Quarter	95,959		199,285	91,089	22,768	15,580	649	8,442		433,772		433,772	+5.41%
Type%	22.12%		45.94%	21.00%	5.25%	3.59%	0.15%	1.95%		100.00%		100.00%	
Total 1990	**254,683**		**568,365**	**249,065**	**61,726**	**45,534**	**3,528**	**21,620**		**1,204,521**		**1,204,521**	**+1.21%**
Type %	**21.14%**		**47.19%**	**20.68%**	**5.12%**	**3.78%**	**0.29%**	**1.79%**		**100.00%**		**100.00%**	
Total %	**21.14%**				**77.06%**			**1.79%**				**100.00%**	

(*) Includes modular ITEs, hearing aid assemblies, eyeglass and body aids.

(**) % Δ is current period vs. same period last year

(***) The 1989 statistics include 11 new reporting companies; without those companies, sales decreased 0.41%

‡ Adjustments to 1st & 2nd quarters due to amended reports filed by reporting companies.

HIASUMM

NET UNITS SOLD BY TYPE AND ORIGIN -- MISCELLANEOUS SALES

Modular (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) and Eyeglass Aids (EYE)

	DOMESTIC MANUFACTURED					FOREIGN MANUFACTURED			GRAND TOTAL
	MOD	HAA	BODY	EYE	TOTAL	BODY	EYE	TOTAL	
1987									
January - March	1,850	17,524	517	1,493	21,384	1,243	564	1,807	23,191
April - June	2,544	13,078	684	1,402	17,708	1,503	709	2,212	19,920
July - September	2,024	4,557	638	1,218	8,437	1,578	1,009	2,587	11,024
October - December	2,443	5,066	540	1,162	9,211	1,472	1,003	2,475	11,686
Total	**8,861**	**40,225**	**2,379**	**5,275**	**56,740**	**5,796**	**3,285**	**9,081**	**65,821**
1988									
January - March	2,726	4,487	431	981	8,625	863	910	1,773	10,398
April - June	3,419	3,718	540	950	8,627	489	1,336	1,825	10,452
July - September	584	2,166	412	805	3,967	773	309	1,082	5,049
October - December	1,340	3,205	472	998	6,015	828	331	1,159	7,174
Total	**8,069**	**13,576**	**1,855**	**3,734**	**27,234**	**2,953**	**2,886**	**5,839**	**33,073**
1989									
January - March	1,060	4,368	396	902	6,726	955	221	1,176	7,902
April - June	1,530	2,364	467	748	5,109	1,297	543	1,840	6,949
July - September	2,259	1,466	929	674	5,328	1,158	833	1,991	7,319
October - December	1,004	3,586	719	586	5,895	687	318	1,005	6,900
Total	**5,853**	**11,784**	**2,511**	**2,910**	**22,835**	**4,097**	**1,915**	**6,012**	**29,070**
1990 ‡									
January - March	1,912	3,079	1,392	786	7,169	N/A	N/A	N/A	7,169
April - June	2,476	1,649	1,221	663	6,009	N/A	N/A	N/A	6,009
July - September	2,617	3,645	1,420	760	8,442	N/A	N/A	N/A	8,442
Total YTD	**7,005**	**8,373**	**4,033**	**2,209**	**21,620**				**21,620**

‡ Note the elimination of distinction between Domestic/Foreign Manufactured

HIANET

RETURNS FOR CREDIT -- ANNUAL SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1986							
Custom In-The-Ear	23	700,840	104,938	14.97%	N/A	14.82%	5.5
Canal In-The-Ear	23	184,329	37,428	20.30%	N/A	19.77%	7.2
Behind-The-Ear	19	350,851	49,277	14.04%	N/A	14.21%	5.8
1987							
Custom In-The-Ear	23	769,363	118,939	15.46%	17.44%	14.71%	9.1
Canal In-The-Ear	25	292,416	62,204	21.27%	20.66%	17.44%	7.8
Behind-The-Ear	19	327,654	46,492	14.19%	13.59%	11.93%	6.5
1988							
Custom In-The-Ear	19	804,694	116,273	14.45%	15.30%	14.86%	3.9
Canal In-The-Ear	19	312,205	59,274	18.99%	19.98%	20.38%	5.7
Behind-The-Ear	14	328,860	48,892	14.87%	13.31%	12.28%	4.9
1989							
Custom In-The-Ear	21	1,142,251	167,956	14.70%	15.45%	16.13%	4.0
Canal In-The-Ear	21	461,356	82,980	17.99%	20.73%	21.38%	6.1
Behind-The-Ear	18	344,572	53,701	15.58%	14.57%	14.01%	5.9
1990 (JANUARY - MARCH)							
Custom In-The-Ear	31	209,099	26,393	12.62%	11.28%	12.89%	4.1
Canal In-The-Ear	29	90,490	14,448	15.97%	17.21%	16.47%	8.0
Behind-The-Ear	23	90,348	13,406	14.84%	13.83%	13.23%	4.1
1990 (APRIL - JUNE)							
Custom In-The-Ear	30	207,546	29,681	14.30%	14.20%	14.83%	5.0
Canal In-The-Ear	29	98,605	16,671	16.91%	18.02%	18.51%	7.4
Behind-The-Ear	25	90,294	17,338	19.20%	14.09%	17.95%	8.4
1990 (JULY - SEPTEMBER)							
Custom In-The-Ear	29	221,051	30,317	13.71%	13.02%	11.66%	4.9
Canal In-The-Ear	29	111,001	19,912	17.94%	17.36%	15.39%	6.6
Behind-The-Ear	27	99,529	15,925	16.00%	12.92%	14.99%	7.8

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIARETCR1

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
JULY - SEPTEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
ALABAMA	28	4,566	3,839	727	15.92%
ALASKA	17	502	439	63	12.55%
ARIZONA	30	6,910	5,739	1,171	16.95%
ARKANSAS	25	3,567	2,857	710	19.90%
CALIFORNIA	34	51,368	42,840	8,528	16.60%
COLORADO	29	6,820	5,427	1,393	20.43%
CONNECTICUT	28	5,300	4,481	819	15.45%
DELAWARE	18	1,072	874	198	18.47%
WASHINGTON, D.C.	22	883	539	344	38.96%
FLORIDA	32	30,455	26,130	4,325	14.20%
GEORGIA	29	7,001	5,904	1,097	15.67%
HAWAII	24	1,734	1,490	244	14.07%
IDAHO	24	3,021	2,433	588	19.46%
ILLINOIS	33	19,477	16,388	3,089	15.86%
INDIANA	32	11,922	10,041	1,881	15.78%
IOWA	28	7,580	6,187	1,393	18.38%
KANSAS	28	5,017	4,053	964	19.21%
KENTUCKY	30	5,664	4,817	847	14.95%
LOUISIANA	30	4,970	4,122	848	17.06%
MAINE	24	2,658	2,209	449	16.89%
MARYLAND	29	8,133	6,785	1,348	16.57%
MASSACHUSETTS	29	13,220	11,336	1,884	14.25%
MICHIGAN	29	21,229	18,493	2,736	12.89%
MINNESOTA	33	13,159	10,832	2,327	17.68%
MISSISSIPPI	26	3,266	2,318	948	29.03%
MISSOURI	28	11,769	10,549	1,220	10.37%
MONTANA	22	2,311	1,951	360	15.58%
NEBRASKA	28	4,567	3,597	970	21.24%
NEVADA	24	2,417	2,062	355	14.69%
NEW HAMPSHIRE	23	2,169	1,769	400	18.44%
NEW JERSEY	29	11,690	10,003	1,687	14.43%
NEW MEXICO	25	2,582	1,982	600	23.24%
NEW YORK	32	25,314	21,574	3,740	14.77%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
JULY - SEPTEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
WASHINGTON, D.C.	22	883	539	344	38.96%
MISSISSIPPI	26	3,266	2,318	948	29.03%
NORTH DAKOTA	22	2,262	1,701	561	24.80%
NEW MEXICO	25	2,582	1,982	600	23.24%
NEBRASKA	28	4,567	3,597	970	21.24%
RHODE ISLAND	25	2,004	1,587	417	20.81%
COLORADO	29	6,820	5,427	1,393	20.43%
ARKANSAS	25	3,567	2,857	710	19.90%
IDAHO	24	3,021	2,433	588	19.46%
KANSAS	28	5,017	4,053	964	19.21%
TENNESSEE	31	7,679	6,214	1,465	19.08%
DELAWARE	18	1,072	874	198	18.47%
NEW HAMPSHIRE	23	2,169	1,769	400	18.44%
IOWA	28	7,580	6,187	1,393	18.38%
WASHINGTON	26	10,304	8,440	1,864	18.09%
OREGON	27	9,044	7,412	1,632	18.05%
VERMONT	22	2,096	1,720	376	17.94%
MINNESOTA	33	13,159	10,832	2,327	17.68%
VIRGINIA	31	7,277	6,023	1,254	17.23%
LOUISIANA	30	4,970	4,122	848	17.06%
WISCONSIN	28	9,871	8,193	1,678	17.00%
OHIO	33	24,969	20,730	4,239	16.98%
ARIZONA	30	6,910	5,739	1,171	16.95%
MAINE	24	2,658	2,209	449	16.89%
CALIFORNIA	34	51,368	42,840	8,528	16.60%
MARYLAND	29	8,133	6,785	1,348	16.57%
WEST VIRGINIA	28	4,399	3,680	719	16.34%
TEXAS	32	25,995	21,759	4,236	16.30%
ALABAMA	28	4,566	3,839	727	15.92%
ILLINOIS	33	19,477	16,388	3,089	15.86%
INDIANA	32	11,922	10,041	1,881	15.78%
GEORGIA	29	7,001	5,904	1,097	15.67%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
JULY - SEPTEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
SOUTH DAKOTA	23	1,550	1,308	242	15.61%
MONTANA	22	2,311	1,951	360	15.58%
NORTH CAROLINA	28	7,929	6,696	1,233	15.55%
CONNECTICUT	28	5,300	4,481	819	15.45%
WYOMING	20	527	447	80	15.18%
KENTUCKY	30	5,664	4,817	847	14.95%
NEW YORK	32	25,314	21,574	3,740	14.77%
NEVADA	24	2,417	2,062	355	14.69%
PENNSYLVANIA	31	22,523	19,244	3,279	14.56%
NEW JERSEY	29	11,690	10,003	1,687	14.43%
OKLAHOMA	29	6,000	5,135	865	14.42%
MASSACHUSETTS	29	13,220	11,336	1,884	14.25%
FLORIDA	32	30,455	26,130	4,325	14.20%
HAWAII	24	1,734	1,490	244	14.07%
MICHIGAN	29	21,229	18,493	2,736	12.89%
ALASKA	17	502	439	63	12.55%
UNALLOCATED BY STATE	12	15,230	13,476	1,754	11.52%
MISSOURI	28	11,769	10,549	1,220	10.37%
UTAH	26	3,767	3,435	332	8.81%
GOVERNMENT AGENCIES	11	19,353	17,960	1,393	7.20%
SOUTH CAROLINA	26	3,640	3,524	116	3.19%
DOMESTIC TOTAL		488,732	412,744	75,988	15.55%

{1} = Total Unit Returns/Gross Unit Sales

HIASTATE.3

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
JULY - SEPTEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
SOUTH DAKOTA	23	1,550	1,308	242	15.61%
MONTANA	22	2,311	1,951	360	15.58%
NORTH CAROLINA	28	7,929	6,696	1,233	15.55%
CONNECTICUT	28	5,300	4,481	819	15.45%
WYOMING	20	527	447	80	15.18%
KENTUCKY	30	5,664	4,817	847	14.95%
NEW YORK	32	25,314	21,574	3,740	14.77%
NEVADA	24	2,417	2,062	355	14.69%
PENNSYLVANIA	31	22,523	19,244	3,279	14.56%
NEW JERSEY	29	11,690	10,003	1,687	14.43%
OKLAHOMA	29	6,000	5,135	865	14.42%
MASSACHUSETTS	29	13,220	11,336	1,884	14.25%
FLORIDA	32	30,455	26,130	4,325	14.20%
HAWAII	24	1,734	1,490	244	14.07%
MICHIGAN	29	21,229	18,493	2,736	12.89%
ALASKA	17	502	439	63	12.55%
UNALLOCATED BY STATE	12	15,230	13,476	1,754	11.52%
MISSOURI	28	11,769	10,549	1,220	10.37%
UTAH	26	3,767	3,435	332	8.81%
GOVERNMENT AGENCIES	11	19,353	17,960	1,393	7.20%
SOUTH CAROLINA	26	3,640	3,524	116	3.19%
DOMESTIC TOTAL		488,732	412,744	75,988	15.55%

(1) = Total Unit Returns/Gross Unit Sales

HIASTATE.3

CANADIAN NET SALES BY PROVINCE
1987-1990 YTD -- SUMMARY

	1987	% Δ (+/-)	1988	% Δ (+/-)	1989	% Δ (+/-)	1990 JAN - SEPT
ALBERTA	5,324	+0.83%	5,618	+5.52%	4,238	-24.56%	2,848
BRITISH COLUMBIA	7,480	+65.93%	7,688	+2.78%	5,442	-29.21%	3,324
MANITOBA	1,799	-8.49%	2,067	+14.90%	1,592	-22.98%	464
NEW BRUNSWICK	1,024	+22.93%	1,347	+31.54%	817	-39.35%	125
NEWFOUNDLAND	394	+54.51%	320	-18.78%	475	+48.44%	19
NOVA SCOTIA	1,556	+31.64%	1,963	+26.16%	2,897	+47.58%	274
ONTARIO	21,046	+20.08%	18,506	-12.07%	15,682	-15.26%	4,926
PRINCE EDWARD ISLAND	113	-32.34%	91	-19.47%	62	-31.87%	42
QUEBEC	4,345	-30.12%	4,555	+4.83%	3,671	-19.41%	1,486
SASKATCHEWAN	2,365	-1.13%	4,162	+75.98%	2,453	-41.06%	696
NORTHWEST TERRITORIES	1	-150.00%	44	+4300.00%	26	-40.91%	19
YUKON TERRITORIES	5	-500.00%	10	+100.00%	3	-70.00%	0
UNALLOCATED	5,997	-10.12%	2,912	-51.44%	1,437	-50.65%	1,379
TOTAL	**51,449**	**+9.47%**	**49,283**	**-4.21%**	**38,795**	**-21.28%**	**15,602**

% Δ = Change in sales over previous year

HIACAN

CANADIAN NET SALES BY PROVINCE
1990 YTD -- BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
ALBERTA	1,756	1,091	1	2,848	18.25
BRITISH COLUMBIA	2,930	393	1	3,324	21.30
MANITOBA	432	32	0	464	2.97
NEW BRUNSWICK	124	1	0	125	0.80
NEWFOUNDLAND	2	17	0	19	0.12
NOVA SCOTIA	255	19	0	274	1.76
ONTARIO	3,944	981	1	4,926	31.57
PRINCE EDWARD ISLAND	19	20	3	42	0.27
QUEBEC	263	1,222	1	1,486	9.52
SASKATCHEWAN	690	6	0	696	4.46
NORTHWEST TERRITORIES	18	1	0	19	0.12
YUKON TERRITORIES	0	0	0	0	0.00
UNALLOCATED	888	491	0	1,379	8.84
TOTAL	**11,321**	**4,274**	**7**	**15,602**	**100.00**

HIACAN.1

CANADIAN RETURNS FOR CREDIT BY TYPE
1990 YTD

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	3,692	405	10.97%	12.12%	39.83%	21.0
Behind The Ear	10	1,926	152	7.89%	3.83%	13.20%	6.4
Body Aids	0	0	0	N/A	N/A	N/A	N/A
1990 (JULY-SEPTEMBER)							
In The Ear	11	3,839	604	15.73%	15.18%	26.74%	12.8
Behind The Ear	10	1,432	170	11.87%	13.99%	30.83%	16.1
Body Aids	1	5	0	0.00%	N/A	0.00%	N/A

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIACAN.2

OTHER EXPORT SALES
1987 - 1990 YTD – SUMMARY

	1987	% Δ (+/-)	1988	% Δ (+/-)	1989	% Δ (+/-)	1990 JAN - SEPT
DESTINATION:							
EUROPE	13,804	+21.48%	15,617	+13.13%	15,678	+0.39%	15,461
MIDDLE EAST	363	+38.02%	424	+16.80%	190	-55.19%	2,886
AFRICA	1,251	+398.41%	1,359	+8.63%	533	-60.78%	434
CENTRAL AND SOUTH AMERICA	4,149	-5.79%	4,452	+7.30%	6,284	+41.15%	7,205
JAPAN	2,590	+24.52%	2,106	-18.69%	1,850	-12.16%	3,260
SOUTHEAST ASIA	2,505	+13.81%	3,083	+23.07%	3,382	+9.70%	4,147
UNALLOCATED	8,826	+2.13%	10,803	+22.40%	13,013	+20.46%	2,045
OTHER DESTINATION	N/A		N/A		N/A		5,024
TOTAL	**33,488**	**+14.67%**	**37,844**	**+13.01%**	**40,930**	**+8.15%**	**40,462**

% Δ = Percentage change over previous year

HIAFOREX

OTHER EXPORT NET SALES
1990 YTD --BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
DESTINATION:					
EUROPE	3,561	11,891	9	15,461	38.21
MIDDLE EAST	238	2,648	0	2,886	7.13
AFRICA	223	211	0	434	1.07
CENTRAL AND SOUTH AMERICA	2,603	4,557	45	7,205	17.81
JAPAN	2,758	294	208	3,260	8.06
SOUTHEAST ASIA	1,120	3,002	25	4,147	10.25
UNALLOCATED	1,716	329	0	2,045	5.05
MISCELLANEOUS	3,205	1,819	0	5,024	12.42
TOTAL	**15,424**	**24,751**	**287**	**40,462**	**100.00**

HIAFOREX.1

OTHER EXPORTS RETURNS FOR CREDIT BY TYPE
1990 YTD

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	5,497	275	5.00%	5.70%	12.35%	7.4
Behind The Ear	15	7,258	206	2.84%	3.04%	7.99%	5.1
Body Aids	2	67	0	0.00%	0.00%	0.00%	0.0
1990 (JULY - SEPTEMBER)							
In The Ear	13	5,735	419	7.31%	5.05%	10.34%	5.7
Behind The Ear	14	11,552	459	3.97%	18.78%	100.21%	52.6
Body Aids	1	117	0	0.00%	0.00%	0.00%	N/A

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIAFOREX.2

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1). Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units.....$ 15,140,889
1979 - 240,374 units.....$ 16,803,453
1980 - 247,756 units.....$ 17,578,480
1981 - 253,091 units.....$ 17,373,896
1982 - 234,979 units.....$ 16,728,254
1983 - 218,819 units.....$ 16,289,758
1984 - 321,286 units.....$ 23,065,985
1985 - 297,367 units.....$ 21,578,212
1986 - 278,645 units.....$ 19,681,540
1987 - 232,411 units.....$ 22,106,261
1988 - 215,630 units.....$ 21,914,000
1989 - 146,843 units.....$ 12,862,000
1990 - To be announced by the U.S. Department of Commerce

2). Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533
1988 - $ 17,866,000
1989 - $ 12,615,000
1990 - To be announced by the U.S. Department of Commerce

B. Veterans Administration

Hearing Aid Instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year October 1 to September 30)

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units
1987 - 56,053 units
1988 - 61,534 units
1989 - 61,565 units
1990 - To be announced by the Veterans Administration

A5785-1

HAUCK & ASSOCIATES INC

Professional
Association
Management

February 5, 1991

PARTICIPATING MANUFACTURERS AND DISTRIBUTORS
HIA STATISTICAL REPORTING PROGRAM
FOURTH QUARTER 1990

Dear Participant:

On behalf of the Hearing Industries Association (HIA), I am providing the HIA Statistical Report for the quarter ending December 31, 1990.

I would like to welcome the following new participants to the statistical program this quarter:

Active Electronics
Assured Sound Labs, Inc.
Goldentone USA, Inc.
Phoenix Hearing Instruments

Once again, I would also like to thank everyone for their continued support and prompt submission. We were able to issue this report within 24 hours of the final company's submission.

Please contact me if you have any questions. Thank you.

Sincerely,

Gretchen M. Leonard

Gretchen M. Leonard
Statistics Manager

P015

1255 Twenty-Third Street, NW, Washington, DC 20037-1174
Phone: 202/452-8100 • Fax: 202/833-3636

Member
Institute of Association
Management Companies

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CURRENT PARTICIPANTS
FOURTH QUARTER 1990

COMPANY NAME	DATE REPORT RECEIVED BY HAUCK & ASSOCIATES
LORI MEDICAL LABS	1/7/91
UNITRON INDUSTRIES. INC	1/8/91
ARGOSY ELECTRONICS	1/10/91
MAGNATONE QUALITY HEARING INSTR	1/10/91
AUDIBEL WHOLESALE	1/11/91
BOSCH FIDELITY	1/11/91
BEST LABS/FIDELITY	1/11/91
MARCON HEARING INSTRUMENTS	1/11/91
NU-EAR ELECTRONICS	1/11/91
OMNI HEARING SYSTEMS	1/11/91
STARKEY LABS	1/11/91
GN DANAVOX, INC	1/14/91
BELTONE ELECTRONICS	1/14/91
SIEMENS HEARING INSTRUMENTS	1/16/91
OTO-SONIC, INC.	1/18/91
TELEX COMMUNICATIONS	1/21/91
DAHLBERG ELECTRONICS	1/21/91
BAUSCH & LOMB HEARING SYSTEMS	1/22/91
MAICO HEARING/BERNAFON INC.	1/22/91
MICRO-TECH HEARING INSTRUMENTS	1/22/91
TELESTAR/SONOTONE	1/22/91
AUDINA HEARING INSTRUMENTS	1/23/91
UNITED HEARING SYSTEMS	1/23/91
FINETONE HEARING	1/24/91
HEARING TECHNOLOGY, INC	1/24/91
QUALITONE, INC.	1/24/91
VANCO INDUSTRIES	1/24/91
WIDEX/HAL-HEN	1/24/91
ASSURED SOUND LABS	1/28/91
OLYMPIA INSTRUMENTS, INC.	1/28/91
OTICON CORPORATION	1/28/91
UNIMAX HEARING INSTRUMENTS	1/28/91
AUTHORIZED HEARING	1/30/91
3M HEARING HEALTH	1/30/91
CLEAR CORPORATION	1/30/91
ELECTONE, INC	1/30/91
ACTIVE ELECTRONICS	1/31/91
PHONAK, INC	2/1/91
ENSONIQ CORP.	2/4/91
GOLDENTONE USA, INC.	2/4/91
PHOENIX HEARING INSTRUMENTS	2/4/91
REXTON, INC.	2/4/91
PHILIPS HEARING INSTRUMENTS	2/5/91

HEARING INDUSTRIES ASSOCIATION

STATISTICAL REPORTING PROGRAM
PARTICIPATING COMPANIES
1987 - 1990

- YEAR - QUARTER	- 1987 - 1st	2nd	3rd	4th	- 1988 - 1st	2nd	3rd	4th	- 1989 - 1st	2nd	3rd	4th	- 1990 - 1st	2nd	3rd	4th
PARTICIPATING COMPANIES																
3M HEARING HEALTH CARE									X	X	X	X	X	X	X	X
ACTIVE ELECTRONICS, INC.																1
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
ASSURED SOUND LABS, INC.																1
AUDINA HEARING INSTRUMENTS													1	1	1	1
AUDIOSCIENCE													X			
AUDIO-TECHNICA U.S. INC.									X	X	X					
AUDIOTONE	X	X	X	X	X	X	X	X	^	^	^	^	^	^	^	^
AUDIBEL WHOLESALE											1	1	•	•	•	•
AUTHORIZED HEARING SYSTEMS											1	1		1	1	1
BAUSCH & LOMB HEAR SYST (VOROBA)		X	X	X	X	X		X	X	X	X	X	X	X	X	X
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
BERNAFON, INC.	X	X	X	X	X	X	X	X	X	X	X	X	#	#	#	#
BEST LABS/FIDELITY									1	1	1	1		1	1	1
ROBERT BOSCH CORPORATION	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
CAREY LABS											1	1	1	•	•	•
CLEAR CORPORATION									1			1		1	1	1
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	1	1	1	1	1	1	1	1
ELECTONE, INC.	1	1							1	1	1	1	1	1	1	1
ENSONIQ CORP.								X			X	X	X	X	X	X
FIDELITY HEARING INSTRUMENTS		1	1	1	X	•	•	•	•	•	•	•	•	•	•	•
FINETONE HEARING	X	X	X	X	X	X	X	X	X	X	X	x	X	X	X	X
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
GOLDENTONE USA, INC.																1
HEARING SERVICES INC.	X	X	X	X	X	X	X	O	O	O	O	O	O	O	O	O
HEARING TECHNOLOGY, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
LANG HEARING	X	X	X	X	X	X	X	X	X	X	O	O	O	O	O	O
LORI MEDICAL LABS											1	1	1	1	1	1
MAGNATONE QUALITY HEARING INSTR	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
MARCON HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
MICRO-TECH HEARING INSTRUMENTS									1	1	1	1	1	1	1	1
NATIONAL HEARING AID LABS									1	1	1	1				
NU-EAR ELECTRONICS	1							1	1	1	1	1	•	•	•	•
OLYMPIA INSTRUMENTS, INC.									1	1	1		1	1	1	1
OMNI HEARING SYSTEMS	X	X	X	X	X	1	•	•	•	•	•	•	•	•	•	•
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
OTO-SONIC INC.									1	1	1	1	1	1	1	1
PHILIPS/AUDIONICS CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
PHOENIX HEARING INSTRUMENTS																1
PHONAK												X	X	X	X	X
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	π	π	π	π	π
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
REXTON INTERNATIONAL	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
RION ACOUSTIC INSTRUMENTS	1	1	1	1	1											
SIEMENS HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
TELEX COMMUNICATIONS	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
TELSTAR ELECTRONICS									1	1	1	1	1	1	1	1
UNITED HEARING SYSTEMS												1	1	X	X	X
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
UNIMAX HEARING INSTRUMENTS									1	1	1	1	1	1	1	1
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	X	X	X
WIDEX/HAL-HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

CODES:

- **X** REPORTING MEMBER
- **1** REPORTING NONMEMBER
- BLANK INDICATES NO INPUT
- π HEARING AID SALES ASSUMED BY PHONAK
- • ACQUIRED BY STARKEY LABORATORIES
- O ACQUIRED BY ARGOSY ELECTRONICS
- ^ ACQUIRED BY DAHLBERG ELECTRONICS
- # ACQUIRED BY MAICO HEARING INSTRUMENTS

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1986 #	%	1987 #	%	1988 #	%	1989 #	%	1990 #	%	% Δ
ALABAMA	12,709	1.07	14,632	1.11	12,441	0.95	14,872	1.01	14,081	0.93	-5.32
ALASKA	1,174	0.10	1,170	0.09	1,710	0.13	1,653	0.11	1,688	0.11	2.12
ARIZONA	19,584	1.64	22,207	1.68	24,110	1.84	24,911	1.69	23,593	1.56	-5.29
ARKANSAS	9,897	0.83	9,853	0.75	9,386	0.72	12,718	0.86	11,082	0.73	-12.86
CALIFORNIA	138,591	11.63	150,773	11.43	142,554	10.90	149,213	10.13	155,697	10.28	4.35
COLORADO	16,992	1.43	26,331	2.00	25,105	1.92	22,774	1.55	21,006	1.39	-7.76
CONNECTICUT	13,467	1.13	13,913	1.06	14,458	1.11	16,172	1.10	16,017	1.06	-0.96
DELAWARE	2,637	0.22	2,806	0.21	3,362	0.26	2,934	0.20	3,009	0.20	2.56
WASHINGTON, D.C.	1,723	0.14	1,562	0.12	2,134	0.16	2,446	0.17	2,048	0.14	-16.27
FLORIDA	89,434	7.50	94,891	7.20	77,192	5.90	101,163	6.87	109,338	7.22	8.08
GEORGIA	16,950	1.42	20,576	1.56	22,226	1.70	23,080	1.57	22,002	1.45	-4.67
HAWAII	3,629	0.30	4,105	0.31	3,524	0.27	4,319	0.29	6,040	0.40	39.85
IDAHO	7,413	0.62	8,020	0.61	7,792	0.60	8,779	0.60	9,094	0.60	3.59
ILLINOIS	49,043	4.11	50,437	3.83	51,991	3.97	59,902	4.07	60,985	4.03	1.81
INDIANA	26,087	2.19	29,410	2.23	32,069	2.45	35,106	2.38	35,723	2.36	1.76
IOWA	17,633	1.48	19,467	1.48	21,359	1.63	23,213	1.58	22,763	1.50	-1.94
KANSAS	13,650	1.15	13,632	1.03	14,534	1.11	14,596	0.99	15,045	0.99	3.08
KENTUCKY	13,736	1.15	13,518	1.03	14,421	1.10	17,261	1.17	17,617	1.16	2.06
LOUISIANA	12,391	1.04	13,193	1.00	11,998	0.92	13,978	0.95	14,569	0.96	4.23
MAINE	6,251	0.52	6,540	0.50	6,398	0.49	7,382	0.50	6,995	0.46	-5.24
MARYLAND	20,350	1.71	25,376	1.92	24,008	1.84	23,551	1.60	24,464	1.62	3.88
MASSACHUSETTS	37,824	3.17	39,467	2.99	37,462	2.86	40,016	2.72	39,268	2.59	-1.87
MICHIGAN	48,100	4.04	58,446	4.43	63,503	4.85	61,931	4.20	67,704	4.47	9.32
MINNESOTA	34,344	2.88	35,540	2.70	34,077	2.60	37,320	2.53	38,601	2.55	3.43
MISSISSIPPI	6,634	0.56	8,299	0.63	7,710	0.59	8,716	0.59	9,173	0.61	5.24
MISSOURI	29,339	2.46	28,715	2.18	30,077	2.30	38,898	2.64	38,067	2.51	-2.14
MONTANA	5,792	0.49	5,741	0.44	5,037	0.38	8,127	0.55	8,867	0.59	9.11
NEBRASKA	11,241	0.94	10,596	0.80	11,430	0.87	12,885	0.87	12,697	0.84	-1.46
NEVADA	4,792	0.40	5,793	0.44	5,698	0.44	6,140	0.42	7,087	0.47	15.42
NEW HAMPSHIRE	2,752	0.23	3,747	0.28	4,219	0.32	5,220	0.35	5,653	0.37	8.30
NEW JERSEY	29,089	2.44	34,309	2.60	36,788	2.81	35,410	2.40	34,935	2.31	-1.34
NEW MEXICO	6,186	0.52	7,857	0.60	8,079	0.62	7,771	0.53	7,858	0.52	1.12
NEW YORK	60,353	5.06	68,028	5.16	72,581	5.55	80,001	5.43	80,648	5.33	0.81
NORTH CAROLINA	19,771	1.66	21,996	1.67	24,948	1.91	25,984	1.76	24,404	1.61	-6.08

STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1986 #	%	1987 #	%	1988 #	%	1989 #	%	1990 #	%	% Δ
NORTH DAKOTA	5,118	0.43	5,382	0.41	5,878	0.45	5,561	0.38	5,524	0.36	-0.67
OHIO	51,274	4.30	57,444	4.36	56,851	4.35	66,239	4.50	71,048	4.69	7.26
OKLAHOMA	16,274	1.37	17,758	1.35	17,241	1.32	17,940	1.22	18,457	1.22	2.88
OREGON	24,886	2.09	27,938	2.12	26,483	2.02	23,273	1.58	26,251	1.73	12.80
PENNSYLVANIA	58,646	4.92	61,306	4.65	57,735	4.41	67,982	4.61	69,613	4.60	2.40
RHODE ISLAND	4,828	0.41	5,108	0.39	5,438	0.42	5,904	0.40	5,861	0.39	-0.73
SOUTH CAROLINA	7,855	0.66	9,841	0.75	10,402	0.80	11,655	0.79	11,991	0.79	2.88
SOUTH DAKOTA	4,316	0.36	4,930	0.37	5,181	0.40	5,328	0.36	5,096	0.34	-4.35
TENNESSEE	16,416	1.38	17,707	1.34	18,168	1.39	22,281	1.51	21,295	1.41	-4.43
TEXAS	59,777	5.02	67,487	5.12	65,164	4.98	72,771	4.94	78,541	5.19	7.93
UTAH	6,774	0.57	8,299	0.63	7,741	0.59	9,978	0.68	11,091	0.73	11.15
VERMONT	7,040	0.59	7,471	0.57	7,017	0.54	6,619	0.45	6,463	0.43	-2.36
VIRGINIA	17,836	1.50	21,472	1.63	20,980	1.60	22,929	1.56	22,276	1.47	-2.85
WASHINGTON	26,000	2.18	28,030	2.13	28,905	2.21	30,821	2.09	31,526	2.08	2.29
WEST VIRGINIA	11,225	0.94	12,286	0.93	13,824	1.06	13,378	0.91	13,258	0.88	-0.90
WISCONSIN	25,344	2.13	28,039	2.13	28,427	2.17	31,139	2.11	31,200	2.06	0.20
WYOMING	1,513	0.13	1,898	0.14	2,148	0.16	1,947	0.13	1,848	0.12	-5.08
GOVERNMENT AGENCIES	55,968	4.70	62,975	4.78	64,828	4.96	72,077	4.89	66,623	4.40	-7.57
UNALLOCATED BY STATE	1,292	0.11	2,235	0.17	1,527	0.12	37,091	2.52	49,525	3.27	33.52
DOMESTIC SUBTOTAL	1,191,940	100%	1,318,552	100%	1,308,319	100%	1,473,355	100%	1,514,110	100%	2.77
CANADA (see p.12)	46,998		51,449		49,283		38,795		20,769		-46.46
OTHER EXPORTS (see p. 15)	29,204		33,488		37,844		40,930		56,120		37.11
UNALLOCATED	N/A		N/A		N/A		N/A		0		N/A
FOREIGN SUBTOTAL	76,202		84,937		87,127		79,725		76,889		-3.56
GRAND TOTAL	1,268,142		1,403,489		1,395,446		1,553,080		1,590,999 ‡		+2.44
% OVER PRIOR YEAR	+11.55%		+10.67%		-0.57%		+11.30% **		+2.44%		

NOTES:

- # NET UNIT SALES (YEAR TO DATE)
- % PERCENTAGE OF TOTAL DOMESTIC SALES (YEAR TO DATE)
- % Δ PERCENTAGE CHANGE OVER SAME PERIOD LAST YEAR
- ** THE 1989 STATISTICS INCLUDE 11 NEW REPORTING COMPANIES; WITHOUT THOSE COMPANIES, SALES DECREASED 0.41%
- ‡ ADJUSTMENTS TO 1ST & 2ND QUARTERS DUE TO AMENDED REPORTS FILED BY REPORTING COMPANIES.

HIASTATE

NET UNITS SOLD BY TYPE AND ORIGIN

	BEHIND-THE-EAR		IN-THE-EAR					MISCELLANEOUS (*)		TOTALS			% Δ (**)
	Domestic Mfg.	Foreign Mfg.	Custom	Canal	Half-Concha	Low Profile	Stock Canal	Domestic Mfg.	Foreign Mfg.	Domestic Mfg.	Foreign Mfg.	All Mfg.	
1987													
1st Quarter	32,912	39,015	177,215	42,437	8,757	19,339	1,460	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O %	9.56%	11.33%	51.47%	12.32%	2.54%	5.62%	0.42%	6.09%	0.64%	87.34%	12.66%	100.00%	
2nd Quarter	35,221	43,299	181,101	48,966	12,601	22,060	2,088	17,426	2,494	315,407	49,849	365,256	+10.56%
T&O %	9.64%	11.85%	49.58%	13.41%	3.45%	6.04%	0.57%	4.77%	0.68%	86.35%	13.65%	100.00%	
3rd Quarter	34,558	39,934	172,943	41,005	20,502	23,947	1,154	8,347	2,677	299,167	45,900	345,067	+6.90%
T&O %	10.01%	11.57%	50.12%	11.88%	5.94%	6.94%	0.33%	2.42%	0.78%	86.70%	13.30%	100.00%	
4th Quarter	31,431	39,435	160,053	69,416	4,879	30,734	1,206	9,116	2,570	304,464	44,376	348,840	+9.89%
T&O %	9.01%	11.30%	45.88%	19.90%	1.40%	8.81%	0.35%	2.61%	0.74%	87.28%	12.72%	100.00%	
Total 1987	**134,122**	**161,683**	**691,312**	**201,824**	**46,739**	**96,080**	**5,908**	**55,864**	**9,957**	**1,219,771**	**183,718**	**1,403,489**	**+10.67%**
T&O %	**9.56%**	**11.52%**	**49.25%**	**14.38%**	**3.33%**	**6.85%**	**0.42%**	**3.98%**	**0.71%**	**86.91%**	**13.09%**	**100.00%**	
Type %	**21.08%**				**74.23%**			**4.69%**				**100.00%**	
1988													
1st Quarter	30,178	38,828	166,845	60,971	10,961	21,095	812	7,956	2,442	296,765	43,323	340,088	-1.23%
T&O %	8.87%	11.42%	49.06%	17.93%	3.22%	6.20%	0.24%	2.34%	0.72%	87.26%	12.74%	100.00%	
2nd Quarter	34,769	37,253	175,626	63,342	12,777	23,867	570	7,962	2,490	316,987	41,669	358,656	-1.81%
T&O %	9.69%	10.39%	48.97%	17.66%	3.56%	6.65%	0.16%	2.22%	0.69%	88.38%	11.62%	100.00%	
3rd Quarter	34,268	37,075	179,517	63,050	11,983	24,640	782	3,905	1,144	315,712	40,652	356,364	+3.27%
T&O %	9.62%	10.40%	50.37%	17.69%	3.36%	6.91%	0.22%	1.10%	0.32%	88.59%	11.41%	100.00%	
4th Quarter	27,399	32,157	160,623	55,059	12,287	25,183	456	5,970	1,204	304,332	36,006	340,338	-2.44%
T&O %	8.05%	9.45%	53.07%	16.18%	3.61%	7.40%	0.13%	1.75%	0.35%	89.42%	10.58%	100.00%	
Total 1988	**126,614**	**145,313**	**702,611**	**242,422**	**48,008**	**94,785**	**2,620**	**25,793**	**7,280**	**1,233,796**	**161,650**	**1,395,446**	**-0.57%**
T&O %	**9.07%**	**10.41%**	**50.35%**	**17.37%**	**3.44%**	**6.79%**	**0.19%**	**1.85%**	**0.52%**	**88.42%**	**11.58%**	**100.00%**	
Type %	**19.49%**				**78.14%**			**2.37%**				**100.00%**	
1989													
1st Quarter	37,053	36,324	189,496	61,554	12,925	24,203	327	6,680	1,222	332,238	37,546	369,784	+8.73%
T&O %	10.02%	9.82%	51.25%	16.65%	3.50%	6.55%	0.09%	1.81%	0.33%	89.85%	10.15%	100.00%	
2nd Quarter	34,853	44,845	208,355	72,611	15,163	25,487	541	5,039	1,910	362,049	46,755	408,804	+13.98%
T&O%	8.53%	10.97%	50.97%	17.76%	3.71%	6.23%	0.13%	1.23%	0.47%	88.56%	11.44%	100.00%	
3rd Quarter	45,228	34,273	208,761	76,657	15,859	22,850	581	5,266	2,053	375,202	36,326	411,528	+15.48%
T&O %	10.99%	8.33%	50.73%	18.63%	3.85%	5.55%	0.14%	1.28%	0.50%	91.17%	8.83%	100.00%	
4th Quarter	30,080	43,985	171,851	75,246	15,621	17,802	1,479	5,850	1,050	317,929	45,035	362,964	+6.65%
T&O%	8.29%	12.12%	47.35%	20.73%	4.30%	4.90%	0.41%	1.61%	0.29%	87.59%	12.41%	100.00%	
Total 1989	**147,214**	**159,427**	**778,463**	**285,068**	**59,568**	**90,342**	**2,928**	**22,835**	**6,235**	**1,387,418**	**165,662**	**1,553,080**	**+11.30%** (***)
T&O %	**9.48%**	**10.27%**	**50.12%**	**18.42%**	**3.84%**	**5.82%**	**0.19%**	**1.47%**	**0.40%**	**89.33%**	**10.67%**	**100.00%**	
Type %	**19.75%**				**78.39%**			**1.87%**				**100.00%**	
1990													
1st Quarter	76,942		182,706	76,042	17,859	14,071	2,929	7,169		377,718		377,718	+2.15% ‡
Type %	20.37%		48.37%	20.13%	4.73%	3.73%	0.78%	1.90%		100.00%		100.00%	
2nd Quarter	81,782		186,374	81,934	21,099	15,883	-50	6,009		393,031		393,031	-3.86% ‡
Type %	20.81%		47.42%	20.85%	5.37%	4.04%	-0.01%	1.53%		100.00%		100.00%	
3rd Quarter	95,959		199,285	91,089	22,768	15,580	649	8,442		433,772		433,772	+5.41%
Type%	22.12%		45.94%	21.00%	5.25%	3.59%	0.15%	1.95%		100.00%		100.00%	
4th Quarter	88,096		177,466	81,007	19,821	13,108	949	6,031		386,478		386,478	+6.48%
Type%	22.79%		45.92%	20.96%	5.13%	3.39%	0.25%	1.56%		100.00%		100.00%	
Total 1990	**342,779**		**745,831**	**330,072**	**81,547**	**58,642**	**4,477**	**27,651**		**1,590,999**		**1,590,999**	**+2.44%**
Type %	**21.54%**		**46.88%**	**20.75%**	**5.13%**	**3.69%**	**0.28%**	**1.74%**		**100.00%**		**100.00%**	
Total %	**21.54%**				**76.72%**			**1.74%**				**100.00%**	

(*) Includes modular ITEs, hearing aid assemblies, eyeglass and body aids.

(**) % Δ is current period vs. same period last year

(***) The 1989 statistics include 11 new reporting companies; without those companies, sales decreased 0.41%

‡ Adjustments to 1st & 2nd quarters due to amended reports filed by reporting companies.

H&SUMM

NET UNITS SOLD BY TYPE AND ORIGIN -- MISCELLANEOUS SALES

Modular (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) and Eyeglass Aids (EYE)

	DOMESTIC MANUFACTURED					FOREIGN MANUFACTURED			GRAND TOTAL
	MOD	HAA	BODY	EYE	TOTAL	BODY	EYE	TOTAL	
1987									
January - March	1,850	17,524	517	1,493	21,384	1,243	564	1,807	23,191
April - June	2,544	13,078	684	1,402	17,708	1,503	709	2,212	19,920
July - September	2,024	4,557	638	1,218	8,437	1,578	1,009	2,587	11,024
October - December	2,443	5,066	540	1,162	9,211	1,472	1,003	2,475	11,686
Total	**8,861**	**40,225**	**2,379**	**5,275**	**56,740**	**5,796**	**3,285**	**9,081**	**65,821**
1988									
January - March	2,726	4,487	431	981	8,625	863	910	1,773	10,398
April - June	3,419	3,718	540	950	8,627	489	1,336	1,825	10,452
July - September	584	2,166	412	805	3,967	773	309	1,082	5,049
October - December	1,340	3,205	472	998	6,015	828	331	1,159	7,174
Total	**8,069**	**13,576**	**1,855**	**3,734**	**27,234**	**2,953**	**2,886**	**5,839**	**33,073**
1989									
January - March	1,060	4,368	396	902	6,726	955	221	1,176	7,902
April - June	1,530	2,364	467	748	5,109	1,297	543	1,840	6,949
July - September	2,259	1,466	929	674	5,328	1,158	833	1,991	7,319
October - December	1,004	3,586	719	586	5,895	687	318	1,005	6,900
Total	**5,853**	**11,784**	**2,511**	**2,910**	**22,835**	**4,097**	**1,915**	**6,012**	**29,070**
1990 ‡									
January - March	1,912	3,079	1,392	786	7,169	N/A	N/A	N/A	7,169
April - June	2,476	1,649	1,221	663	6,009	N/A	N/A	N/A	6,009
July - September	2,617	3,645	1,420	760	8,442	N/A	N/A	N/A	8,442
October - December	167	3,731	1,421	712	6,031	N/A	N/A	N/A	6,031
Total YTD	**7,172**	**12,104**	**5,454**	**2,921**	**27,651**	**N/A**	**N/A**	**N/A**	**27,651**

‡ **Note the elimination of distinction between Domestic/Foreign Manufactured**

HIANET

RETURNS FOR CREDIT FOR DOMESTIC UNITS -- ANNUAL SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1986							
Custom In-The-Ear	23	700,840	104,938	14.97%	N/A	14.82%	5.5
Canal In-The-Ear	23	184,329	37,426	20.30%	N/A	19.77%	7.2
Behind-The-Ear	19	350,851	49,277	14.04%	N/A	14.21%	5.8
1987							
Custom In-The-Ear	23	769,363	118,939	15.46%	17.44%	14.71%	9.1
Canal In-The-Ear	25	292,416	62,204	21.27%	20.66%	17.44%	7.8
Behind-The-Ear	19	327,654	46,492	14.19%	13.59%	11.93%	6.5
1988							
Custom In-The-Ear	19	804,694	116,273	14.45%	15.30%	14.86%	3.9
Canal In-The-Ear	19	312,205	59,274	18.99%	19.98%	20.38%	5.7
Behind-The-Ear	14	328,860	48,892	14.87%	13.31%	12.28%	4.9
1989							
Custom In-The-Ear	21	1,142,251	167,956	14.70%	15.45%	16.13%	4.0
Canal In-The-Ear	21	461,356	82,980	17.99%	20.73%	21.38%	6.1
Behind-The-Ear	18	344,572	53,701	15.58%	14.57%	14.01%	5.9
1990 (JANUARY - MARCH)							
Custom In-The-Ear	31	209,099	26,393	12.62%	11.28%	12.89%	4.1
Canal In-The-Ear	29	90,490	14,448	15.97%	17.21%	16.47%	8.0
Behind-The-Ear	23	90,348	13,406	14.84%	13.83%	13.23%	4.1
1990 (APRIL - JUNE)							
Custom In-The-Ear	30	207,546	29,681	14.30%	14.20%	14.83%	5.0
Canal In-The-Ear	29	98,605	16,671	16.91%	18.02%	18.51%	7.4
Behind-The-Ear	25	90,294	17,338	19.20%	14.09%	17.95%	8.4
1990 (JULY - SEPTEMBER)							
Custom In-The-Ear	29	221,051	30,317	13.71%	13.02%	11.66%	4.9
Canal In-The-Ear	29	111,001	19,912	17.94%	17.36%	15.39%	6.6
Behind-The-Ear	27	99,529	15,925	16.00%	12.92%	14.99%	7.8
1990 (OCTOBER - DECEMBER)							
Custom In-The-Ear	31	196,029	27,948	14.26%	14.14%	10.70%	4.5
Canal In-The-Ear	33	97,635	16,628	17.03%	18.82%	19.44%	6.8
Behind-The-Ear	28	93,262	16,564	17.76%	17.15%	14.97%	8.1

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
OCTOBER - DECEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
ALABAMA	29	3,987	3,288	699	17.53%
ALASKA	19	515	469	46	8.93%
ARIZONA	29	7,069	5,964	1,105	15.63%
ARKANSAS	26	3,108	2,574	534	17.18%
CALIFORNIA	32	42,948	36,731	6,217	14.48%
COLORADO	30	5,190	4,401	789	15.20%
CONNECTICUT	28	4,528	3,816	712	15.72%
DELAWARE	22	836	707	129	15.43%
WASHINGTON, D.C.	21	566	416	150	26.50%
FLORIDA	33	30,741	27,192	3,549	11.54%
GEORGIA	30	6,728	5,566	1,162	17.27%
HAWAII	24	1,541	1,540	1	0.06%
IDAHO	26	2,718	2,329	389	14.31%
ILLINOIS	32	16,894	14,304	2,590	15.33%
INDIANA	32	9,758	8,161	1,597	16.37%
IOWA	28	5,947	4,841	1,106	18.60%
KANSAS	30	4,533	3,688	845	18.64%
KENTUCKY	29	4,996	4,283	713	14.27%
LOUISIANA	30	4,077	3,693	384	9.42%
MAINE	25	1,784	1,511	273	15.30%
MARYLAND	29	6,893	5,864	1,029	14.93%
MASSACHUSETTS	30	10,678	9,056	1,622	15.19%
MICHIGAN	30	18,411	16,751	1,660	9.02%
MINNESOTA	32	11,270	9,330	1,940	17.21%
MISSISSIPPI	26	2,668	2,327	341	12.78%
MISSOURI	29	11,079	9,627	1,452	13.11%
MONTANA	23	1,944	1,621	323	16.62%
NEBRASKA	28	3,534	2,816	718	20.32%
NEVADA	24	1,844	1,554	290	15.73%
NEW HAMPSHIRE	26	1,733	1,365	368	21.23%
NEW JERSEY	30	9,244	8,156	1,088	11.77%
NEW MEXICO	26	2,248	1,827	421	18.73%
NEW YORK	33	23,816	20,908	2,908	12.21%
NORTH CAROLINA	29	6,860	5,715	1,145	16.69%
NORTH DAKOTA	24	1,671	1,226	445	26.63%
OHIO	33	20,416	17,760	2,656	13.01%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
OCTOBER - DECEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
OKLAHOMA	29	5,238	4,373	865	16.51%
OREGON	26	7,456	6,230	1,226	16.44%
PENNSYLVANIA	33	19,427	16,743	2,684	13.82%
RHODE ISLAND	26	1,523	1,269	254	16.68%
SOUTH CAROLINA	29	3,538	3,014	524	14.81%
SOUTH DAKOTA	25	1,276	1,078	198	15.52%
TENNESSEE	28	6,213	5,157	1,056	17.00%
TEXAS	33	21,324	18,704	2,620	12.29%
UTAH	28	2,882	2,505	377	13.08%
VERMONT	24	1,761	1,512	249	14.14%
VIRGINIA	31	6,431	5,149	1,282	19.93%
WASHINGTON	27	9,483	7,780	1,703	17.96%
WEST VIRGINIA	27	3,615	3,213	402	11.12%
WISCONSIN	30	8,660	7,386	1,274	14.71%
WYOMING	21	477	– 437	40	8.39%
GOVERNMENT AGENCIES	11	18,384	17,863	521	2.83%
UNALLOCATED BY STATE	13	12,511	11,863	648	5.18%
DOMESTIC TOTAL		422,972	365,653	57,319	13.55%

(1) = Total Unit Returns/Gross Unit Sales

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
OCTOBER - DECEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
NORTH DAKOTA	24	1,671	1,226	445	26.63%
WASHINGTON, D.C.	21	566	416	150	26.50%
NEW HAMPSHIRE	26	1,733	1,365	368	21.23%
NEBRASKA	28	3,534	2,816	718	20.32%
VIRGINIA	31	6,431	5,149	1,282	19.93%
NEW MEXICO	26	2,248	1,827	421	18.73%
KANSAS	30	4,533	3,688	845	18.64%
IOWA	28	5,947	4,841	1,106	18.60%
WASHINGTON	27	9,483	7,780	1,703	17.96%
ALABAMA	29	3,987	3,288	699	17.53%
GEORGIA	30	6,728	5,566	1,162	17.27%
MINNESOTA	32	11,270	9,330	1,940	17.21%
ARKANSAS	26	3,108	2,574	534	17.18%
TENNESSEE	28	6,213	5,157	1,056	17.00%
NORTH CAROLINA	29	6,860	5,715	1,145	16.69%
RHODE ISLAND	26	1,523	1,269	254	16.68%
MONTANA	23	1,944	1,621	323	16.62%
OKLAHOMA	29	5,238	4,373	865	16.51%
OREGON	26	7,456	6,230	1,226	16.44%
INDIANA	32	9,758	8,161	1,597	16.37%
NEVADA	24	1,844	1,554	290	15.73%
CONNECTICUT	28	4,528	3,816	712	15.72%
ARIZONA	29	7,069	5,964	1,105	15.63%
SOUTH DAKOTA	25	1,276	1,078	198	15.52%
DELAWARE	22	836	707	129	15.43%
ILLINOIS	32	16,894	14,304	2,590	15.33%
MAINE	25	1,784	1,511	273	15.30%
COLORADO	30	5,190	4,401	789	15.20%
MASSACHUSETTS	30	10,678	9,056	1,622	15.19%
MARYLAND	29	6,893	5,864	1,029	14.93%
SOUTH CAROLINA	29	3,538	3,014	524	14.81%
WISCONSIN	30	8,660	7,386	1,274	14.71%
CALIFORNIA	32	42,948	36,731	6,217	14.48%
IDAHO	26	2,718	2,329	389	14.31%
KENTUCKY	29	4,996	4,283	713	14.27%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
OCTOBER - DECEMBER 1990

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
VERMONT	24	1,761	1,512	249	14.14%
PENNSYLVANIA	33	19,427	16,743	2,684	13.82%
MISSOURI	29	11,079	9,627	1,452	13.11%
UTAH	28	2,882	2,505	377	13.08%
OHIO	33	20,416	17,760	2,656	13.01%
MISSISSIPPI	26	2,668	2,327	341	12.78%
TEXAS	33	21,324	18,704	2,620	12.29%
NEW YORK	33	23,816	20,908	2,908	12.21%
NEW JERSEY	30	9,244	8,156	1,088	11.77%
FLORIDA	33	30,741	27,192	3,549	11.54%
WEST VIRGINIA	27	3,615	3,213	402	11.12%
LOUISIANA	30	4,077	3,693	384	9.42%
MICHIGAN	30	18,411	16,751	1,660	9.02%
ALASKA	19	515	469	46	8.93%
WYOMING	21	477	437	40	8.39%
UNALLOCATED BY STATE	13	12,511	11,863	648	5.18%
GOVERNMENT AGENCIES	11	18,384	17,863	521	2.83%
HAWAII	24	1,541	1,540	1	0.06%
DOMESTIC TOTAL (see pg. 4)		422,972	365,653	57,319	13.55%

{1} = Total Unit Returns/Gross Unit Sales

CANADIAN NET SALES BY PROVINCE
1987-1990 YTD – SUMMARY

	1987	% Δ (+/-)	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)
ALBERTA	5,324	+0.83%	5,618	+5.52%	4,238	-24.56%	3,515	-17.06%
BRITISH COLUMBIA	7,480	+65.93%	7,688	+2.78%	5,442	-29.21%	4,520	-16.94%
MANITOBA	1,799	-8.49%	2,067	+14.90%	1,592	-22.98%	557	-65.01%
NEW BRUNSWICK	1,024	+22.93%	1,347	+31.54%	817	-39.35%	221	-72.95%
NEWFOUNDLAND	394	+54.51%	320	-18.78%	475	+48.44%	29	+93.89%
NOVA SCOTIA	1,556	+31.64%	1,963	+26.16%	2,897	+47.58%	356	+87.71%
ONTARIO	21,046	+20.08%	18,506	-12.07%	15,682	-15.26%	6,667	-57.49%
PRINCE EDWARD ISLAND	113	-32.34%	91	-19.47%	62	-31.87%	50	-19.35%
QUEBEC	4,345	-30.12%	4,555	+4.83%	3,671	-19.41%	2,040	-44.43%
SASKATCHEWAN	2,365	-1.13%	4,162	+75.98%	2,453	-41.06%	925	-62.29%
NORTHWEST TERRITORIES	1	-150.00%	44	+4300.00%	26	-40.91%	19	-26.92%
YUKON TERRITORIES	5	-500.00%	10	+100.00%	3	-70.00%	0	-100.00%
UNALLOCATED	5,997	-10.12%	2,912	-51.44%	1,437	-50.65%	1,870	-30.13%
TOTAL	**51,449**	**+9.47%**	**49,283**	**-4.21%**	**38,795**	**-21.28%**	**20,769**	**-46.46%**

% Δ = Change in sales over previous year

CANADIAN NET SALES BY PROVINCE
1990 YTD -- BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
ALBERTA	2,216	1,297	2	3,515	16.92
BRITISH COLUMBIA	3,947	572	1	4,520	21.76
MANITOBA	518	39	0	557	2.68
NEW BRUNSWICK	219	2	0	221	1.06
NEWFOUNDLAND	8	21	0	29	0.14
NOVA SCOTIA	332	24	0	356	1.71
ONTARIO	5,244	1,421	2	6,667	32.10
PRINCE EDWARD ISLAND	27	20	3	50	0.24
QUEBEC	415	1,624	1	2,040	9.82
SASKATCHEWAN	918	7	0	925	4.45
NORTHWEST TERRITORIES	18	1	0	19	0.09
YUKON TERRITORIES	0	0	0	0	0.00
UNALLOCATED	1,244	626	0	1,870	9.00
TOTAL	15,106	5,654	9	20,769	100.00

CANADIAN RETURNS FOR CREDIT BY TYPE
1990 YTD

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	3,692	405	10.97%	12.12%	39.83%	21.0
Behind The Ear	10	1,926	152	7.89%	3.83%	13.20%	6.4
Body Aids	0	0	0	N/A	N/A	N/A	N/A
1990 (JULY-SEPTEMBER)							
In The Ear	11	3,839	604	15.73%	15.18%	26.74%	12.8
Behind The Ear	10	1,432	170	11.87%	13.99%	30.83%	16.1
Body Aids	1	5	0	0.00%	N/A	0.00%	N/A
1990 (OCTOBER-DECEMBER)							
In The Ear	13	4,239	454	10.71%	7.62%	6.08%	6.8
Behind The Ear	8	1,684	304	18.05%	14.03%	22.31%	10.8
Body Aids	1	2	0	0.00%	0.00%	0.00%	N/A

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

OTHER EXPORT SALES
1987 - 1990 YTD – SUMMARY

	1987	% Δ (+/-)	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)
DESTINATION:								
EUROPE	13,804	+21.48%	15,617	+13.13%	15,678	+0.39%	23,348	+48.92%
MIDDLE EAST	363	+38.02%	424	+16.80%	190	-55.19%	3,153	+1,559.47%
AFRICA	1,251	+398.41%	1,359	+8.63%	533	-60.78%	706	+32.46%
CENTRAL AND SOUTH AMERICA	4,149	-5.79%	4,452	+7.30%	6,284	+41.15%	9,460	+50.54%
JAPAN	2,590	+24.52%	2,106	-18.69%	1,850	-12.16%	4,234	+128.86%
SOUTHEAST ASIA	2,505	+13.81%	3,083	+23.07%	3,382	+9.70%	4,698	+38.91%
UNALLOCATED	8,826	+2.13%	10,803	+22.40%	13,013	+20.46%	2,058	-84.19%
OTHER DESTINATION	N/A		N/A		N/A		8,463	N/A
TOTAL	33,488	+14.67%	37,844	+13.01%	40,930	+8.15%	56,120	+37.11%

% Δ = Percentage change over previous year

OTHER EXPORT NET SALES
1990 YTD --BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
DESTINATION:					
EUROPE	5,473	17,861	14	23,348	41.60
MIDDLE EAST	473	2,680	0	3,153	5.62
AFRICA	342	364	0	706	1.26
CENTRAL AND SOUTH AMERICA	3,426	5,987	47	9,460	16.86
JAPAN	2,987	1,039	208	4,234	7.54
SOUTHEAST ASIA	1,207	3,431	60	4,698	8.37
UNALLOCATED	1,729	329	0	2,058	3.67
MISCELLANEOUS	5,387	3,078	-2	8,463	15.08
TOTAL	**21,024**	**34,769**	**327**	**56,120**	**100.00**

OTHER EXPORTS RETURNS FOR CREDIT BY TYPE
1990 YTD

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	5,497	275	5.00%	5.70%	12.35%	7.4
Behind The Ear	15	7,258	206	2.84%	3.04%	7.99%	5.1
Body Aids	2	67	0	0.00%	0.00%	0.00%	0.0
1990 (JULY - SEPTEMBER)							
In The Ear	13	5,735	419	7.31%	5.05%	10.34%	5.7
Behind The Ear	14	11,552	459	3.97%	18.78%	100.21%	52.6
Body Aids	1	117	0	0.00%	0.00%	0.00%	N/A
1990 (OCTOBER-DECEMBER)							
In The Ear	12	6,160	560	9.09%	11.77%	22.72%	14.5
Behind The Ear	16	10,415	397	3.81%	5.70%	12.58%	8.2
Body Aids	1	42	2	4.76%	0.00%	0.00%	N/A

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1). Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units.....$ 15,140,889
1979 - 240,374 units.....$ 16,803,453
1980 - 247,756 units.....$ 17,578,480
1981 - 253,091 units.....$ 17,373,896
1982 - 234,979 units.....$ 16,728,254
1983 - 218,819 units.....$ 16,289,758
1984 - 321,286 units.....$ 23,065,985
1985 - 297,367 units.....$ 21,578,212
1986 - 278,645 units.....$ 19,681,540
1987 - 232,411 units.....$ 22,106,261
1988 - 215,630 units.....$ 21,914,000
1989 - 146,843 units.....$ 12,862,000
1990 - To be announced by the U.S. Department of Commerce

2). Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533
1988 - $ 17,866,000
1989 - $ 12,615,000
1990 - To be announced by the U.S. Department of Commerce

B. Veterans Administration

Hearing Aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year October 1 to September 30)

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units
1987 - 56,053 units
1988 - 61,534 units
1989 - 61,565 units
1990 - To be announced by the Veterans Administration

HIAMISC

A318-1

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CURRENT PARTICIPANTS
FIRST QUARTER 1991

COMPANY NAME	DATE REPORT RECEIVED BY HAUCK & ASSOCIATES
HEARING TECHNOLOGY, INC.	4/1/91
GN DANAVOX, INC.	4/3/91
UNIMAX HEARING INSTRUMENTS	4/4/91
ACTIVE ELECTRONICS, INC.	4/8/91
ARGOSY ELECTRONICS, INC.	4/8/91
BEST LABS	4/8/91
MARCON HEARING INSTRUMENTS, INC.	4/8/91
SIEMENS HEARING INSTRUMENTS	4/8/91
WIDEX HEARING AID CO., INC.	4/8/91
MAGANATONE QUALITY HEARING INSTRUMENT	4/9/91
AUDIBEL WHOLESALE	4/12/91
BOSCH FIDELITY	4/12/91
MAICO HEARING INSTRUMENTS	4/12/91
NU-EAR ELECTRONICS	4/12/91
OMNI HEARING SYSTEMS	4/12/91
STARKEY LABORATORIES	4/12/91
UNITRON INDUSTRIES, INC.	4/12/91
AUDINA HEARING INSTRUMENTS	4/15/91
BELTONE ELECTRONICS CORP.	4/16/91
OLYMPIA INSTRUMENTS, INC.	4/16/91
OTO-SONIC, INC.	4/16/91
QUALITONE	4/16/91
TELEX COMMUNICATIONS, INC.	4/17/91
3M HEARING HEALTH	4/18/91
MICRO-TECH HEARING INSTRUMENTS	4/18/91
OTICON, INC.	4/18/91
UNITED HEARING SYSTEMS, INC.	4/18/91
AUTHORIZED HEARING SYSTEMS	4/19/91
DAHLBERG, INC.	4/19/91
ELECTONE, INC.	4/19/91
FINETONE HEARING INSTRUMENTS	4/19/91
PHOENIX HEARING INSTRUMENTS	4/19/91
CLEAR CORPORATION	4/22/91
PHONAK, INC.	4/22/91
REXTON, INC.	4/22/91
TELSTAR/SONOTONE	4/22/91
VANCO INDUSTRIES, INC.	4/22/91
PHILIPS HEARING INSTRUMENTS CO.	4/23/91
GENERAL HEARING INSTRUMENTS, INC.	4/23/91
BAUSCH & LOMB HEARING SYSTEMS	4/24/91

HEARING INDUSTRIES ASSOCIATION

STATISTICAL REPORTING PROGRAM

PARTICIPATING COMPANIES

1988 - 1991

- YEAR - QUARTER	- 1988 - 1st	2nd	3rd	4th	- 1989 - 1st	2nd	3rd	4th	- 1990 - 1st	2nd	3rd	4th	- 1991 - 1st	2nd	3rd	4th
PARTICIPATING COMPANIES																
3M HEARING HEALTH CARE					X	X	X	X	X	X	X	X	X			
ACTIVE ELECTRONICS, INC.												1	1			
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X			
ASSURED SOUND LABS, INC.												1	¥			
AUDINA HEARING INSTRUMENTS									1	1	1	1	1			
AUDIOSCIENCE									X							
AUDIO-TECHNICA U.S. INC.					X	X	X									
AUDIOTONE	X	X	X	X	^	^	^	^	^	^	^	^	^			
AUDIBEL WHOLESALE							1	1	*	*	*	*	*			
AUTHORIZED HEARING SYSTEMS							1	1		1	1	1	1			
BAUSCH & LOMB HEAR SYST (VOROBA)	X	X		X	X	X	X	X	X	X	X	X	X			
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X			
BERNAFON, INC.	X	X	X	X	X	X	X	X	#	#	#	#	#			
BEST LABS/FIDELITY					1	1	1	1		1	1	1	1			
ROBERT BOSCH CORPORATION	*	*	*	*	*	*	*	*	*	*	*	*	*			
CAREY LABS							1	1	1	*	*	*	*			
CLEAR CORPORATION					1			1		1	1	1	1			
DAHLBERG ELECTRONICS	X	X	X	X	1	1	1	1	1	1	1	1	1			
ELECTONE, INC.					1	1	1	1	1	1	1	1	1			
ENSONIQ CORP.				X			X	X	X	X	X	X				
FIDELITY HEARING INSTRUMENTS	X	*	*	*	*	*	*	*	*	*	*	*	*			
FINETONE HEARING	X	X	X	X	X	X	X	x	X	X	X	X	X			
GENERAL HEARING INSTURMENTS													X			
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
GOLDENTONE USA, INC.												1				
HEARING SERVICES INC.	X	X	X	O	O	O	O	O	O	O	O	O	O			
HEARING TECHNOLOGY, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
LANG HEARING	X	X	X	X	X	X	O	O	O	O	O	O	O			
LORI MEDICAL LABS							1	1	1	1	1	1				
MAGNATONE QUALITY HEARING INSTR	1	1	1	1	1	1	1	1	1	1	1	1	1			
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X			
MARCON HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1			
MICRO-TECH HEARING INSTRUMENTS					1	1	1	1	1	1	1	1	1			
NATIONAL HEARING AID LABS					1	1	1	1								
NU-EAR ELECTRONICS				1	1	1	1	1	*	*	*	*	*			
OLYMPIA INSTRUMENTS, INC.					1	1	1		1	1	1	1	1			
OMNI HEARING SYSTEMS	X	1	*	*	*	*	*	*	*	*	*	*	*			
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X			
OTO-SONIC INC.					1	1	1	1	1	1	1	1	1			
PHILIPS/AUDIONICS CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X			
PHOENIX HEARING INSTRUMENTS												1	1			
PHONAK								X	X	X	X	X	X			
PHONIC EAR INC.	X	X	X	X	X	X	X	π	π	π	π	π	π			
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X			
REXTON INTERNATIONAL	X	X	X	X	X	X	X	X	X	X	X	X	X			
RION ACOUSTIC INSTRUMENTS	1															
SIEMENS HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X			
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X			
TELEX COMMUNICATIONS	X	X	X	X	X	X	X	X	X	X	X	X	X			
TELSTAR ELECTRONICS					1	1	1	1	1	1	1	1	1			
UNIMAX HEARING INSTRUMENTS					1	1	1	1	1	1	1	1	1			
UNITED HEARING SYSTEMS								1	1	X	X	X	X			
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X			
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	X	X	X	X			
WIDEX/HAL-HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X			

CODES:

- X REPORTING MEMBER
- 1 REPORTING NONMEMBER
- BLANK INDICATES NO INPUT
- π HEARING AID SALES ASSUMED BY PHONAK
- * ACQUIRED BY STARKEY LABORATORIES
- O ACQUIRED BY ARGOSY ELECTRONICS
- ^ ACQUIRED BY DAHLBERG ELECTRONICS
- # ACQUIRED BY MAICO HEARING INSTRUMENTS
- ¥ ACQUIRED BY GENERAL HEARING INSTRUMENTS

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1988 #	%	1989 #	%	1990 #	%	1991 JAN - MARCH #	%	% Δ
ALABAMA	12,441	0.95	14,872	1.01	14,081	0.93	4,063	1.08	19.39
ALASKA	1,710	0.13	1,653	0.11	1,688	0.11	433	0.11	12.76
ARIZONA	24,110	1.84	24,911	1.69	23,593	1.56	6,818	1.81	4.17
ARKANSAS	9,386	0.72	12,718	0.86	11,082	0.73	2,700	0.72	-8.47
CALIFORNIA	142,554	10.90	149,213	10.13	155,697	10.28	38,024	10.09	0.96
COLORADO	25,105	1.92	22,774	1.55	21,006	1.39	5,325	1.41	2.86
CONNECTICUT	14,458	1.11	16,172	1.10	16,017	1.06	4,051	1.07	9.46
DELAWARE	3,362	0.26	2,934	0.20	3,009	0.20	722	0.19	7.44
WASHINGTON, D.C.	2,134	0.16	2,446	0.17	2,048	0.14	758	0.20	62.66
FLORIDA	77,192	5.90	101,163	6.87	109,338	7.22	32,653	8.66	8.12
GEORGIA	22,226	1.70	23,080	1.57	22,002	1.45	6,440	1.71	24.18
HAWAII	3,524	0.27	4,319	0.29	6,040	0.40	1,622	0.43	14.39
IDAHO	7,792	0.60	8,779	0.60	9,094	0.60	2,283	0.61	14.78
ILLINOIS	51,991	3.97	59,902	4.07	60,985	4.03	14,634	3.88	3.71
INDIANA	32,069	2.45	35,106	2.38	35,723	2.36	8,303	2.20	0.87
IOWA	21,359	1.63	23,213	1.58	22,763	1.50	5,434	1.44	-5.66
KANSAS	14,534	1.11	14,596	0.99	15,045	0.99	3,253	0.86	-3.24
KENTUCKY	14,421	1.10	17,261	1.17	17,617	1.16	4,669	1.24	19.35
LOUISIANA	11,998	0.92	13,978	0.95	14,569	0.96	3,878	1.03	13.66
MAINE	6,398	0.49	7,382	0.50	6,995	0.46	1,472	0.39	1.03
MARYLAND	24,008	1.84	23,551	1.60	24,464	1.62	6,595	1.75	14.60
MASSACHUSETTS	37,462	2.86	40,016	2.72	39,268	2.59	10,195	2.71	13.95
MICHIGAN	63,503	4.85	61,931	4.20	67,704	4.47	15,497	4.11	1.69
MINNESOTA	34,077	2.60	37,320	2.53	38,601	2.55	8,508	2.26	-1.97
MISSISSIPPI	7,710	0.59	8,716	0.59	9,173	0.61	2,391	0.63	5.80
MISSOURI	30,077	2.30	38,898	2.64	38,067	2.51	9,844	2.61	12.34
MONTANA	5,037	0.38	8,127	0.55	7,672	0.51	1,835	0.49	-10.40
NEBRASKA	11,430	0.87	12,885	0.87	12,697	0.84	2,499	0.66	-16.95
NEVADA	5,698	0.44	6,140	0.42	7,087	0.47	1,743	0.46	6.09
NEW HAMPSHIRE	4,219	0.32	5,220	0.35	5,653	0.37	1,409	0.37	31.19
NEW JERSEY	36,788	2.81	35,410	2.40	34,935	2.31	8,695	2.31	8.78
NEW MEXICO	8,079	0.62	7,771	0.53	7,858	0.52	2,004	0.53	-5.87
NEW YORK	72,581	5.55	80,001	5.43	80,648	5.33	19,663	5.22	8.03
NORTH CAROLINA	24,948	1.91	25,984	1.76	24,404	1.61	6,314	1.68	9.18

STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1988 #	%	1989 #	%	1990 #	%	1991 JAN - MARCH #	%	% Δ
NORTH DAKOTA	5,878	0.45	5,561	0.38	5,524	0.36	1,330	0.35	11.76
OHIO	56,851	4.35	66,239	4.50	71,048	4.69	15,096	4.01	-1.39
OKLAHOMA	17,241	1.32	17,940	1.22	18,457	1.22	3,808	1.01	-10.34
OREGON	26,483	2.02	23,273	1.58	26,251	1.73	7,350	1.95	20.39
PENNSYLVANIA	57,735	4.41	67,982	4.61	69,613	4.60	17,464	4.63	12.43
RHODE ISLAND	5,438	0.42	5,904	0.40	5,861	0.39	1,443	0.38	-1.37
SOUTH CAROLINA	10,402	0.80	11,655	0.79	11,991	0.79	3,027	0.80	17.46
SOUTH DAKOTA	5,181	0.40	5,328	0.36	5,096	0.34	1,473	0.39	23.47
TENNESSEE	18,168	1.39	22,281	1.51	21,295	1.41	5,464	1.45	16.55
TEXAS	65,164	4.98	72,771	4.94	78,541	5.19	20,306	5.39	8.28
UTAH	7,741	0.59	9,978	0.68	11,091	0.73	2,824	0.75	12.82
VERMONT	7,017	0.54	6,619	0.45	6,463	0.43	1,570	0.42	20.40
VIRGINIA	20,980	1.60	22,929	1.56	22,276	1.47	5,459	1.45	-4.48
WASHINGTON	28,905	2.21	30,821	2.09	31,526	2.08	8,463	2.25	10.83
WEST VIRGINIA	13,824	1.06	13,378	0.91	13,258	0.88	3,313	0.88	4.54
WISCONSIN	28,427	2.17	31,139	2.11	31,200	2.06	7,094	1.88	-7.52
WYOMING	2,148	0.16	1,947	0.13	1,848	0.12	469	0.12	-4.48
GOVERNMENT AGENCIES	64,828	4.96	72,077	4.89	66,623	4.40	17,035	4.52	10.48
UNALLOCATED BY STATE	1,527	0.12	37,091	2.52	49,525	3.27	9,162	2.43	-32.62
DOMESTIC SUBTOTAL	1,308,319	100%	1,473,355	100%	1,514,110	100%	376,877	100%	4.66
CANADA (see p.12)	49,283		38,795		20,769		4,950		-18.03
OTHER EXPORTS (see p. 15)	37,844		40,930		56,120		16,292		40.52
UNALLOCATED	N/A		N/A		N/A		N/A		N/A
FOREIGN SUBTOTAL	87,127		79,725		76,889		21,242		20.47
GRAND TOTAL	1,395,446		1,553,080		1,590,999		398,119		5.40
% OVER PRIOR YEAR	-0.57%		+11.30% **		+2.44%				

NOTES:

\# NET UNIT SALES (YEAR TO DATE)

% PERCENTAGE OF TOTAL DOMESTIC SALES (YEAR TO DATE)

% Δ PERCENTAGE CHANGE OVER SAME PERIOD LAST YEAR

** THE 1989 STATISTICS INCLUDE 11 NEW REPORTING COMPANIES; WITHOUT THOSE COMPANIES, SALES DECREASED 0.41%

NET UNITS SOLD BY TYPE AND ORIGIN

	BEHIND-THE-EAR		IN-THE-EAR					MISCELLANEOUS (*)		TOTALS			% Δ (**)
	Domestic Mfg.	Foreign Mfg.	Custom	Canal	Half-Concha	Low Profile	Stock Canal	Domestic Mfg.	Foreign Mfg.	Domestic Mfg.	Foreign Mfg.	All Mfg.	
1988													
1st Quarter	30,178	38,828	166,845	60,971	10,961	21,095	812	7,956	2,442	296,765	43,323	340,088	-1.23%
T&O %	8.87%	11.42%	49.06%	17.93%	3.22%	6.20%	0.24%	2.34%	0.72%	87.26%	12.74%	100.00%	
2nd Quarter	34,769	37,253	175,626	63,342	12,777	23,867	570	7,962	2,490	316,987	41,669	358,656	-1.81%
T&O %	9.69%	10.39%	48.97%	17.66%	3.56%	6.65%	0.16%	2.22%	0.69%	88.38%	11.62%	100.00%	
3rd Quarter	34,268	37,075	179,517	63,050	11,983	24,640	782	3,905	1,144	315,712	40,652	356,364	+3.27%
T&O %	9.62%	10.40%	50.37%	17.69%	3.36%	6.91%	0.22%	1.10%	0.32%	88.59%	11.41%	100.00%	
4th Quarter	27,399	32,157	180,623	55,059	12,287	25,183	456	5,970	1,204	304,332	36,006	340,338	-2.44%
T&O %	8.05%	9.45%	53.07%	16.18%	3.61%	7.40%	0.13%	1.75%	0.35%	89.42%	10.58%	100.00%	
Total 1988	**126,614**	**145,313**	**702,611**	**242,422**	**48,008**	**94,785**	**2,620**	**25,793**	**7,280**	**1,233,796**	**161,650**	**1,395,446**	**-0.57%**
T&O %	**9.07%**	**10.41%**	**50.35%**	**17.37%**	**3.44%**	**6.79%**	**0.19%**	**1.85%**	**0.52%**	**88.42%**	**11.58%**	**100.00%**	
Type %	**19.49%**				**78.14%**			**2.37%**				**100.00%**	
1989													
1st Quarter	37,053	36,324	189,496	61,554	12,925	24,203	327	6,680	1,222	332,238	37,546	369,784	+8.73%
T&O %	10.02%	9.82%	51.25%	16.65%	3.50%	6.55%	0.09%	1.81%	0.33%	89.85%	10.15%	100.00%	
2nd Quarter	34,853	44,845	208,355	72,611	15,163	25,487	541	5,039	1,910	362,049	46,755	408,804	+13.98%
T&O%	8.53%	10.97%	50.97%	17.76%	3.71%	6.23%	0.13%	1.23%	0.47%	88.56%	11.44%	100.00%	
3rd Quarter	45,228	34,273	208,761	76,657	15,859	22,850	581	5,266	2,053	375,202	36,326	411,528	+15.48%
T&O %	10.99%	8.33%	50.73%	18.63%	3.85%	5.55%	0.14%	1.28%	0.50%	91.17%	8.83%	100.00%	
4th Quarter	30,080	43,985	171,851	75,246	15,621	17,802	1,479	5,850	1,050	317,929	45,035	362,964	+6.65%
T&O%	8.29%	12.12%	47.35%	20.73%	4.30%	4.90%	0.41%	1.61%	0.29%	87.59%	12.41%	100.00%	
Total 1989	**147,214**	**159,427**	**778,463**	**286,068**	**59,568**	**90,342**	**2,928**	**22,835**	**6,235**	**1,387,418**	**165,662**	**1,553,080**	**+11.30%** (***)
T&O %	**9.48%**	**10.27%**	**50.12%**	**18.42%**	**3.84%**	**5.82%**	**0.19%**	**1.47%**	**0.40%**	**89.33%**	**10.67%**	**100.00%**	
Type %	**19.75%**				**78.39%**			**1.87%**				**100.00%**	
1990													
1st Quarter	76,942		182,706	76,042	17,859	14,071	2,929	7,169		377,718		377,718	+2.15% ‡
Type %	20.37%		48.37%	20.13%	4.73%	3.73%	0.78%	1.90%		100.00%		100.00%	
2nd Quarter	81,782		186,374	81,934	21,099	15,883	-50	6,009		393,031		393,031	-3.86% ‡
Type %	20.81%		47.42%	20.85%	5.37%	4.04%	-0.01%	1.53%		100.00%		100.00%	
3rd Quarter	95,959		199,285	91,089	22,768	15,580	649	8,442		433,772		433,772	+5.41%
Type%	22.12%		45.94%	21.00%	5.25%	3.59%	0.15%	1.95%		100.00%		100.00%	
4th Quarter	88,096		177,466	81,007	19,821	13,108	949	6,031		386,478		386,478	+6.48%
Type%	22.79%		45.92%	20.96%	5.13%	3.39%	0.25%	1.56%		100.00%		100.00%	
Total 1990	342,779		745,831	330,072	81,547	58,642	4,477	27,651		1,590,999		1,590,999	+2.44%
Type %	21.54%		46.88%	20.75%	5.13%	3.69%	0.28%	1.74%		100.00%		100.00%	
Total %	21.54%				76.72%			1.74%				100.00%	
1991													
1st Quarter	80,437		187,430	89,045	19,837	13,616	601	7,153		398,119		398,119	+5.40%
Type%	20.20%		47.08%	22.37%	4.98%	3.42%	0.15%	1.80%		100.00%		100.00%	
Total %					78.00%								

(*) Includes modular ITEs, hearing aid assemblies, eyeglass and body aids.

(**) % Δ is current period vs. same period last year

(***) The 1989 statistics include 11 new reporting companies; without those companies, sales decreased 0.41%

‡ Adjustments to 1st & 2nd quarters due to amended reports filed by reporting companies.

HIASUMM

DOMESTIC & FOREIGN NET UNITS SOLD BY TYPE AND ORIGIN – MISCELLANEOUS SALES
1988 - 1991 YTD SUMMARY

Modular (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) and Eyeglass Aids (EYE)

	DOMESTIC MANUFACTURED					FOREIGN MANUFACTURED			GRAND TOTAL
	MOD	HAA	BODY	EYE	TOTAL	BODY	EYE	TOTAL	
1988									
January - March	2,726	4,487	431	981	8,625	863	910	1,773	10,398
April - June	3,419	3,718	540	950	8,627	489	1,336	1,825	10,452
July - September	584	2,166	412	805	3,967	773	309	1,082	5,049
October - December	1,340	3,205	472	998	6,015	828	331	1,159	7,174
Total	**8,069**	**13,576**	**1,855**	**3,734**	**27,234**	**2,953**	**2,886**	**5,839**	**33,073**
1989									
January - March	1,060	4,368	396	902	6,726	955	221	1,176	7,902
April - June	1,530	2,364	467	748	5,109	1,297	543	1,840	6,949
July - September	2,259	1,466	929	674	5,328	1,158	833	1,991	7,319
October - December	1,004	3,586	719	586	5,895	687	318	1,005	6,900
Total	**5,853**	**11,784**	**2,511**	**2,910**	**22,835**	**4,097**	**1,915**	**6,012**	**29,070**
1990									
January - March	1,912	3,079	1,392	786	7,169	N/A	N/A	N/A	7,169
April - June	2,476	1,649	1,221	663	6,009	N/A	N/A	N/A	6,009
July - September	2,617	3,645	1,420	760	8,442	N/A	N/A	N/A	8,442
October - December	167	3,731	1,421	712	6,031	N/A	N/A	N/A	6,031
Total YTD	**7,172**	**12,104**	**5,454**	**2,921**	**27,651**	**N/A**	**N/A**	**N/A**	**27,651**
1991									
January - March	553	4,914	1,139	547	7,153	N/A	N/A	N/A	7,153
April - June									
July - September									
October - December									
Total YTD	553	4,914	1,139	547	7,153	N/A	N/A	N/A	7,153

RETURNS FOR CREDIT FOR DOMESTIC UNITS -- ANNUAL SUMMARY
1988 - 1991 YTD -- SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1988							
Custom In-The-Ear	19	804,694	116,273	14.45%	15.30%	14.86%	3.9
Canal In-The-Ear	19	312,205	59,274	18.99%	19.98%	20.38%	5.7
Behind-The-Ear	14	328,860	48,892	14.87%	13.31%	12.28%	4.9
1989							
Custom In-The-Ear	21	1,142,251	167,956	14.70%	15.45%	16.13%	4.0
Canal In-The-Ear	21	461,356	82,980	17.99%	20.73%	21.38%	6.1
Behind-The-Ear	18	344,572	53,701	15.58%	14.57%	14.01%	5.9
1990 (JANUARY - MARCH)							
Custom In-The-Ear	31	209,099	26,393	12.62%	11.28%	12.89%	4.1
Canal In-The-Ear	29	90,490	14,448	15.97%	17.21%	16.47%	8.0
Behind-The-Ear	23	90,348	13,406	14.84%	13.23%	13.23%	4.1
1990 (APRIL - JUNE)							
Custom In-The-Ear	30	207,546	29,681	14.30%	14.20%	14.83%	5.0
Canal In-The-Ear	29	98,605	16,671	16.91%	18.02%	18.51%	7.4
Behind-The-Ear	25	90,294	17,338	19.20%	14.09%	17.95%	8.4
1990 (JULY - SEPTEMBER)							
Custom In-The-Ear	29	221,051	30,317	13.71%	13.02%	11.66%	4.9
Canal In-The-Ear	29	111,001	19,912	17.94%	17.36%	15.39%	6.6
Behind-The-Ear	27	99,529	15,925	16.00%	12.92%	14.99%	7.8
1990 (OCTOBER - DECEMBER)							
Custom In-The-Ear	31	196,029	27,948	14.26%	14.14%	10.70%	4.5
Canal In-The-Ear	33	97,635	16,628	17.03%	18.82%	19.44%	6.8
Behind-The-Ear	28	93,262	16,564	17.76%	17.15%	14.97%	8.1
1991 (JANUARY - MARCH)							
Custom In-The-Ear	37	201,101	26,930	13.39%	12.90%	14.33%	5.1
Canal In-The-Ear	35	106,899	17,854	16.70%	16.48%	15.69%	6.6
Behind-The-Ear	26	88,649	15,991	18.04%	16.37%	17.69%	5.8

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIARETCR1

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
JANUARY - MARCH 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
ALABAMA	32	4,821	4,063	758	15.72%
ALASKA	19	504	433	71	14.09%
ARIZONA	31	8,283	6,818	1,465	17.69%
ARKANSAS	28	3,298	2,700	598	18.13%
CALIFORNIA	36	46,085	38,024	8,061	17.49%
COLORADO	32	6,481	5,325	1,156	17.84%
CONNECTICUT	34	4,695	4,051	644	13.72%
DELAWARE	22	897	722	175	19.51%
WASHINGTON, D.C.	21	923	758	165	17.88%
FLORIDA	35	37,851	32,653	5,198	13.73%
GEORGIA	32	7,625	6,440	1,185	15.54%
HAWAII	26	1,891	1,622	269	14.23%
IDAHO	28	2,630	2,283	347	13.19%
ILLINOIS	35	17,437	14,634	2,803	16.08%
INDIANA	32	9,877	8,303	1,574	15.94%
IOWA	32	6,486	5,434	1,052	16.22%
KANSAS	32	3,998	3,253	745	18.63%
KENTUCKY	32	5,541	4,669	872	15.74%
LOUISIANA	32	4,589	3,878	711	15.49%
MAINE	26	1,761	1,472	289	16.41%
MARYLAND	31	7,830	6,595	1,235	15.77%
MASSACHUSETTS	34	11,915	10,195	1,720	14.44%
MICHIGAN	32	17,907	15,497	2,410	13.46%
MINNESOTA	35	10,334	8,508	1,826	17.67%
MISSISSIPPI	28	2,774	2,391	383	13.81%
MISSOURI	32	11,399	9,844	1,555	13.64%
MONTANA	25	2,156	1,835	321	14.89%
NEBRASKA	29	3,194	2,499	695	21.76%
NEVADA	23	2,080	1,743	337	16.20%
NEW HAMPSHIRE	28	1,659	1,409	250	15.07%
NEW JERSEY	33	10,102	8,695	1,407	13.93%
NEW MEXICO	30	2,432	2,004	428	17.60%
NEW YORK	36	23,454	19,663	3,791	16.16%
NORTH CAROLINA	30	7,482	6,314	1,168	15.61%
NORTH DAKOTA	21	1,667	1,330	337	20.22%
OHIO	36	18,068	15,096	2,972	16.45%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
JANUARY - MARCH 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
OKLAHOMA	32	5,222	3,808	1,414	27.08%
OREGON	30	8,256	7,350	906	10.97%
PENNSYLVANIA	36	20,654	17,464	3,190	15.44%
RHODE ISLAND	24	1,607	1,443	164	10.21%
SOUTH CAROLINA	32	3,672	3,027	645	17.57%
SOUTH DAKOTA	28	1,522	1,473	49	3.22%
TENNESSEE	31	6,581	5,464	1,117	16.97%
TEXAS	35	24,715	20,306	4,409	17.84%
UTAH	27	3,338	2,824	514	15.40%
VERMONT	23	1,683	1,570	113	6.71%
VIRGINIA	32	6,704	5,459	1,245	18.57%
WASHINGTON	29	10,195	8,463	1,732	16.99%
WEST VIRGINIA	31	3,662	3,313	349	9.53%
WISCONSIN	31	8,677	7,094	1,583	18.24%
WYOMING	23	565	469	96	16.99%
GOVERNMENT AGENCIES	12	18,415	17,035	1,380	7.49%
UNALLOCATED BY STATE	10	9,923	9,162	761	7.67%
DOMESTIC TOTAL		445,517	376,877	68,640	15.41%

{1} = Total Unit Returns/Gross Unit Sales

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
JANUARY - MARCH 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
OKLAHOMA	32	5,222	3,808	1,414	27.08%
NEBRASKA	29	3,194	2,499	695	21.76%
NORTH DAKOTA	21	1,667	1,330	337	20.22%
DELAWARE	22	897	722	175	19.51%
KANSAS	32	3,998	3,253	745	18.63%
VIRGINIA	32	6,704	5,459	1,245	18.57%
WISCONSIN	31	8,677	7,094	1,583	18.24%
ARKANSAS	28	3,298	2,700	598	18.13%
WASHINGTON, D.C.	21	923	758	165	17.88%
TEXAS	35	24,715	20,306	4,409	17.84%
COLORADO	32	6,481	5,325	1,156	17.84%
ARIZONA	31	8,283	6,818	1,465	17.69%
MINNESOTA	35	10,334	8,508	1,826	17.67%
NEW MEXICO	30	2,432	2,004	428	17.60%
SOUTH CAROLINA	32	3,672	3,027	645	17.57%
CALIFORNIA	36	46,085	38,024	8,061	17.49%
WYOMING	23	565	469	96	16.99%
WASHINGTON	29	10,195	8,463	1,732	16.99%
TENNESSEE	31	6,581	5,464	1,117	16.97%
OHIO	36	18,068	15,096	2,972	16.45%
MAINE	26	1,761	1,472	289	16.41%
IOWA	32	6,486	5,434	1,052	16.22%
NEVADA	23	2,080	1,743	337	16.20%
NEW YORK	36	23,454	19,663	3,791	16.16%
ILLINOIS	35	17,437	14,634	2,803	16.08%
INDIANA	32	9,877	8,303	1,574	15.94%
MARYLAND	31	7,830	6,595	1,235	15.77%
KENTUCKY	32	5,541	4,669	872	15.74%
ALABAMA	32	4,821	4,063	758	15.72%
NORTH CAROLINA	30	7,482	6,314	1,168	15.61%
GEORGIA	32	7,625	6,440	1,185	15.54%
LOUISIANA	32	4,589	3,878	711	15.49%
PENNSYLVANIA	36	20,654	17,464	3,190	15.44%
UTAH	27	3,338	2,824	514	15.40%
NEW HAMPSHIRE	28	1,659	1,409	250	15.07%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
JANUARY - MARCH 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
MONTANA	25	2,156	1,835	321	14.89%
MASSACHUSETTS	34	11,915	10,195	1,720	14.44%
HAWAII	26	1,891	1,622	269	14.23%
ALASKA	19	504	433	71	14.09%
NEW JERSEY	33	10,102	8,695	1,407	13.93%
MISSISSIPPI	28	2,774	2,391	383	13.81%
FLORIDA	35	37,851	32,653	5,198	13.73%
CONNECTICUT	34	4,695	4,051	644	13.72%
MISSOURI	32	11,399	9,844	1,555	13.64%
MICHIGAN	32	17,907	15,497	2,410	13.46%
IDAHO	28	2,630	2,283	347	13.19%
OREGON	30	8,256	7,350	906	10.97%
RHODE ISLAND	24	1,607	1,443	164	10.21%
WEST VIRGINIA	31	3,662	3,313	349	9.53%
UNALLOCATED BY STATE	10	9,923	9,162	761	7.67%
GOVERNMENT AGENCIES	12	18,415	17,035	1,380	7.49%
VERMONT	23	1,683	1,570	113	6.71%
SOUTH DAKOTA	28	1,522	1,473	49	3.22%
DOMESTIC TOTAL		445,517	376,877	68,640	15.41%

{1} = Total Unit Returns/Gross Unit Sales

HIASTATE.3

CANADIAN NET SALES BY PROVINCE
1988-1991 YTD -- SUMMARY

	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)	1991 JAN - MARCH
ALBERTA	5,618	+5.52%	4,238	-24.56%	3,515	-17.06%	1,211
BRITISH COLUMBIA	7,688	+2.78%	5,442	-29.21%	4,520	-16.94%	1,033
MANITOBA	2,067	+14.90%	1,592	-22.98%	557	-65.01%	132
NEW BRUNSWICK	1,347	+31.54%	817	-39.35%	221	-72.95%	63
NEWFOUNDLAND	320	--18.78%	475	+48.44%	29	-93.89%	2
NOVA SCOTIA	1,963	+26.16%	2,897	+47.58%	356	-87.71%	55
ONTARIO	18,506	-12.07%	15,682	-15.26%	6,667	-57.49%	1,198
PRINCE EDWARD ISLAND	91	-19.47%	62	-31.87%	50	-19.35%	6
QUEBEC	4,555	+4.83%	3,671	-19.41%	2,040	-44.43%	479
SASKATCHEWAN	4,162	+75.98%	2,453	-41.06%	925	-62.43%	342
NORTHWEST TERRITORIES	44	+4300.00%	26	-40.91%	19	-26.92%	4
YUKON TERRITORIES	10	+100.00%	3	-70.00%	0	-100.00%	0
UNALLOCATED	2,912	-51.44%	1,437	-50.65%	1,870	+30.13%	425
TOTAL	49,283	-4.21%	38,795	-21.28%	20,769	-46.46%	4,950

% Δ = Change in sales over previous year

CANADIAN NET SALES BY PROVINCE
1991 YTD -- BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
ALBERTA	842	363	6	1,211	24.46
BRITISH COLUMBIA	942	90	1	1,033	20.87
MANITOBA	120	12	0	132	2.67
NEW BRUNSWICK	63	0	0	63	1.27
NEWFOUNDLAND	0	2	0	2	0.04
NOVA SCOTIA	47	8	0	55	1.11
ONTARIO	971	226	1	1,198	24.20
PRINCE EDWARD ISLAND	6	0	0	6	0.12
QUEBEC	199	280	0	479	9.68
SASKATCHEWAN	341	1	0	342	6.91
NORTHWEST TERRITORIES	4	0	0	4	0.08
YUKON TERRITORIES	0	0	0	0	0.00
UNALLOCATED	250	175	0	425	8.59
TOTAL	3,785	1,157	8	4,950	100.00

CANADIAN RETURNS FOR CREDIT BY TYPE
1990 - 1991 YTD -- SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	3,692	405	10.97%	12.12%	39.83%	21.0
Behind The Ear	10	1,926	152	7.89%	3.83%	13.20%	6.4
Body Aids	0	0	0	N/A	N/A	N/A	N/A
1990 (JULY-SEPTEMBER)							
In The Ear	11	3,839	604	15.73%	15.18%	26.74%	12.8
Behind The Ear	10	1,432	170	11.87%	13.99%	30.83%	16.1
Body Aids	1	5	0	0.00%	N/A	0.00%	N/A
1990 (OCTOBER - DECEMBER)							
In The Ear	13	4,239	454	10.71%	7.62%	6.08%	6.8
Behind The Ear	8	1,684	304	18.05%	14.02%	22.31%	10.8
Body Aids	1	2	0	0.00%	0.00%	0.00%	N/A
1991 (JANUARY - MARCH)							
In The Ear	12	4,376	591	13.51%	15.82%	23.13%	8.9
Behind The Ear	8	1,304	147	11.27%	8.55%	13.66%	7.4
Body Aids	1	9	1	11.11%	11.11%	11.11%	N/A

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIACAN.2

OTHER EXPORT NET SALES
1988 - 1991 YTD – SUMMARY

	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)	1990 JAN - MARCH
DESTINATION:							
EUROPE	15,617	+13.13%	15,678	+0.39%	23,348	+48.92%	7,676
MIDDLE EAST	424	+16.80%	190	-55.19%	3,153	+1559.47%	162
AFRICA	1,359	+8.63%	533	-60.78%	706	+32.46%	103
CENTRAL BCAND SOUTH AMERICA	4,452	+7.30%	6,284	+41.15%	9,460	+50.54%	3,123
JAPAN	2,106	-18.69%	1,850	-12.16%	4,234	+128.86%	[illegible]
SOUTHEAST ASIA	3,083	+23.07%	3,382	+9.70%	4,698	+38.91%	1,903
UNALLOCATED	10,803	+22.40%	13,013	+20.46%	2,058	-84.91%	2,250
OTHER DESTINATION	N/A		N/A		8,463	N/A	770
TOTAL	**37,844**	**+13.01%**	**40,930**	**+8.15%**	**56,120**	**+37.11%**	**16,292**

% Δ = Percentage change over previous year

OTHER EXPORT NET SALES
1991 YTD --BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
DESTINATION:					
EUROPE	5,981	1,691	4	7,676	47.12
MIDDLE EAST	40	122	0	162	0.99
AFRICA	27	76	0	103	0.63
CENTRAL AND SOUTH AMERICA	994	2,121	8	3,123	19.17
JAPAN	247	58	0	305	1.87
SOUTHEAST ASIA	388	1,440	75	1,903	11.68
UNALLOCATED	1,046	1,095	109	2,250	13.81
OTHER DESTINATIONS	751	19	0	770	4.73
TOTAL	**9,474**	**6,622**	**196**	**16,292**	**100.00**

OTHER EXPORTS RETURNS FOR CREDIT BY TYPE
1990 - 1991 YTD -- SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	5,497	275	5.00%	5.70%	12.35%	7.4
Behind The Ear	15	7,258	206	2.84%	3.04%	7.99%	5.1
Body Aids	2	67	0	0.00%	0.00%	0.00%	0.0
1990 (JULY - SEPTEMBER)							
In The Ear	13	5,735	419	7.31%	5.05%	10.34%	5.7
Behind The Ear	14	11,552	459	3.97%	18.78%	100.21%	52.6
Body Aids	1	117	0	0.00%	0.00%	0.00%	N/A
1990 (OCTOBER-DECEMBER)							
In The Ear	12	6,160	560	9.09%	11.77%	22.72%	14.5
Behind The Ear	16	10,415	397	3.81%	5.70%	12.58%	8.2
Body Aids	1	42	2	4.76%	0.00%	0.00%	N/A
1991 (JANUARY - MARCH)							
In The Ear	17	9,657	183	1.89%	1.66%	4.54%	2.5
Behind The Ear	14	6,742	120	1.78%	10.05%	50.08%	26.4
Body Aids	2	201	5	2.49%	2.72%	5.43%	3.8

{1) = Total Unit Returns/Gross Unit Sales
{2) = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4) = Standard Deviation Range +/- of Average Return Rate {1}

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1). Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units.....$ 15,140,889
1979 - 240,374 units.....$ 16,803,453
1980 - 247,756 units.....$ 17,578,480
1981 - 253,091 units.....$ 17,373,896
1982 - 234,979 units.....$ 16,728,254
1983 - 218,819 units.....$ 16,289,758
1984 - 321,286 units.....$ 23,065,985
1985 - 297,367 units.....$ 21,578,212
1986 - 278,645 units.....$ 19,681,540
1987 - 232,411 units.....$ 22,106,261
1988 - 215,630 units.....$ 21,914,000
1989 - 146,843 units.....$ 12,862,000
1990 - 75,745 units.....$ 4,226,000
1991 - To be announced by the U.S. Department of Commerce

2). Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533
1988 - $ 17,866,000
1989 - $ 12,615,000
1990 - $ 16,551,000
1991 - To be announced by the U.S. Department of Commerce

B. Veterans Administration

Hearing Aid Instruments Issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year October 1 to September 30)

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units
1987 - 56,053 units
1988 - 61,534 units
1989 - 61,565 units
1990 - 49,555 units
1991 - To be announced by the Veterans Administration

A5185-1

HAUCK & ASSOCIATES INC

Professional
Association
Management

August 9, 1991

PARTICIPATING MANUFACTURERS AND DISTRIBUTORS
HIA STATISTICAL REPORTING PROGRAM
SECOND QUARTER 1991

Dear Participant:

On behalf of the Hearing Industries Association (HIA), I am providing the HIA Statistical Report for the quarter ending June 30, 1991.

Based on recommendation from the HIA Statistics Committee, we have added a new report, Domestic Net Units Sold by Type (HIASUMM.2). This report shows Domestic sales only, (exclusion of Other Exports and Canadian sales). For comparison purposes, the numbers from 1990 have been recast ; as there is not currently identification of Foreign ITE's by type, we report and have subtracted all Foreign ITE sales for 1990 from the Custom category.

Adjustments made to the 1st quarter included additional participants and the reallocation of another participant's sales from unallocated to a state by state detail.

I would like to request that all reporters start preparing now for third quarter submissions. We hope to issue that report prior to the end of October.

Please contact me if you have any questions. Thank you.

Sincerely,

Gretchen M. Leonard

Gretchen M. Leonard
Statistics Manager

Enclosure

P015

1255 Twenty-Third Street, NW, Washington, DC 20037-1174
Phone: 202/452-8100 • Fax: 202/833-3636

Member
Institute of Association
Management Companies

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CURRENT PARTICIPANTS
SECOND QUARTER 1991

COMPANY NAME	DATE REPORT RECEIVED BY HAUCK & ASSOCIATES
AUDIBEL WHOLESALE	7/8/91
AUDINA HEARING INSTRUMENTS, INC.	7/8/91
BEST LABS	7/8/91
BOSCH FIDELITY	7/8/91
LORI MEDICAL LABS, INC.	7/8/91
MAGANATONE QUALITY HEARING INSTRUMENTS	7/8/91
NU-EAR ELECTRONICS	7/8/91
OMNI HEARING SYSTEMS	7/8/91
STARKEY LABORATORIES	7/8/91
UNITRON INDUSTRIES, INC.	7/8/91
WIDEX HEARING AID	7/8/91
MICRO-TECH HEARING INSTRUMENTS	7/10/91
ARGOSY ELECTRONICS, INC.	7/11/91
MARCON HEARING INSTRUMENTS, INC.	7/11/91
ACTIVE ELECTRONICS, INC.	7/15/91
AUTHORIZED HEARING SYSTEMS	7/15/91
ENSONIQ CORPORATION	7/15/91
SIEMENS HEARING INSTRUMENTS	7/15/91
TELESTAR ELECTRONICS/SONOTONE	7/15/91
UNITED HEARING SYSTEMS, INC.	7/15/91
ELECTONE, INC.	7/16/91
BELTONE ELECTRONICS CORPORATION	7/17/91
OTO-SONIC, INC.	7/17/91
FINETONE HEARING INSTRUMENTS	7/18/91
OTICON, INC.	7/18/91
QUALITONE	7/18/91
CLEAR CORPORATION	7/19/91
MAICO HEARING/BERNAFON	7/19/91
REXTON, INC.	7/19/91
GENERAL HEARING INSTRUMENTS, INC.	7/22/91
PHOENIX HEARING INSTRUMENTS	7/22/91
UNIMAX HEARING INSTRUMENTS	7/22/91
3M HEARING HEALTH	7/24/91
NATIONAL HEARING AID DISTRIBUTORS	7/24/91
HEARING TECHNOLOGY, INC.	7/26/91
OLYMPIA INSTRUMENTS, INC.	7/26/91
BAUSCH & LOMB HEARING SYSTEMS	8/1/91
DALHBERG, INC.	8/1/91
PHILIPS HEARING INSTRUMENTS CO.	8/2/91
BELL HEARING	8/6/91
GN DANAVOX, INC.	8/7/91
TELEX COMMUNICATIONS, INC.	8/7/91
VANCO INDUSTRIES, INC.	8/7/91
PHONAK, INC.	8/9/91

NUMBER OF PARTICIPATING COMPANIES = 43

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HEARING INDUSTRIES ASSOCIATION

STATISTICAL REPORTING PROGRAM

PARTICIPATING COMPANIES

1988 - 1991

- YEAR - QUARTER	- 1988 - 1st	2nd	3rd	4th	- 1989 - 1st	2nd	3rd	4th	- 1990 - 1st	2nd	3rd	4th	- 1991 - 1st	2nd	3rd	4th
PARTICIPATING COMPANIES																
3M HEARING HEALTH CARE					X	X	X	X	X	X	X	X	X	X		
ACTIVE ELECTRONICS, INC.												1	1	1		
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
ASSURED SOUND LABS, INC.												1	¥	¥		
AUDINA HEARING INSTRUMENTS									1	1	1	1	1	1		
AUDIO-TECHNICA U.S. INC.					X	X	X									
AUDIOTONE	X	X	X	X	^	^	^	^	^	^	^	^	^	^		
AUDIBEL WHOLESALE							1	1	•	•	•	•	•	•		
AUTHORIZED HEARING SYSTEMS							1	1		1	1	1	1	1		
BAUSCH & LOMB HEAR SYST (VOROBA)	X	X		X	X	X	X	X	X	X	X	X	X	X		
BELL HEARING														1		
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
BERNAFON, INC.	X	X	X	X	X	X	X	X	#	#	#	#	#	#		
BEST LABS					1	1	1	1		1	1	1	1	1		
ROBERT BOSCH CORPORATION	•	•	•	•	•	•	•	•	•	•	•	•	•	•		
CAREY LABS							1	1	1	•	•	•	•	•		
CLEAR CORPORATION					1			1		1	1	1	1	1		
DAHLBERG ELECTRONICS	X	X	X	X	1	1	1	1	1	1	1	X	X	X		
ELECTONE, INC.					1	1	1	1	1	1	1	1	1	1		
ENSONIQ CORP.				X			X	X	X	X	X	X	X	X		
FIDELITY HEARING INSTRUMENTS	X	•	•	•	•	•	•	•	•	•	•	•	•	•		
FINETONE HEARING	X	X	X	X	X	X	X	x	X	X	X	X	X	X		
GENERAL HEARING INSTURMENTS													X	X		
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
GOLDENTONE USA, INC.												1				
HEARING SERVICES INC.	X	X	X	O	O	O	O	O	O	O	O	O	O	O		
HEARING TECHNOLOGY, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
LANG HEARING	X	X	X	X	X	X	O	O	O	O	O	O	O	O		
LORI MEDICAL LABS							1	1	1	1	1	1	1	1		
MAGNATONE QUALITY HEARING INSTR	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
MARCON HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1	1		
MICRO-TECH HEARING INSTRUMENTS					1	1	1	1	1	1	1	1	1	1		
NATIONAL HEARING AID LABS					1	1	1	1								
NU-EAR ELECTRONICS				1	1	1	1	1	•	•	•	•	•	•		
OLYMPIA INSTRUMENTS, INC.					1	1	1		1	1	1	1	1	1		
OMNI HEARING SYSTEMS	X	1	•	•	•	•	•	•	•	•	•	•	•	•		
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
OTO-SONIC INC.					1	1	1	1	1	1	1	1	1	1		
PHILIPS/AUDIONICS CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
PHOENIX HEARING INSTRUMENTS												1	1	1		
PHONAK								X	X	X	X	X	X	X		
PHONIC EAR INC.	X	X	X	X	X	X	X	¤	¤	¤	¤	¤	¤	¤		
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
REXTON INTERNATIONAL	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
RION ACOUSTIC INSTRUMENTS	1															
SIEMENS HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
TELEX COMMUNICATIONS	X	X	X	X	X	X	X	X	X	X	X	X	X	1		
TELSTAR ELECTRONICS					1	1	1	1	1	1	1	1	1	1		
UNIMAX HEARING INSTRUMENTS					1	1	1	1	1	1	1	1	1	1		
UNITED HEARING SYSTEMS								1	1	X	X	X	X	X		
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	X	X	X	X	X		
WIDEX/HAL-HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X		

CODES:

X REPORTING MEMBER
1 REPORTING NONMEMBER
BLANK INDICATES NO INPUT

¤ HEARING AID SALES ASSUMED BY PHONAK
• ACQUIRED BY STARKEY LABORATORIES
O ACQUIRED BY ARGOSY ELECTRONICS
^ ACQUIRED BY DAHLBERG ELECTRONICS
# ACQUIRED BY MAICO HEARING INSTRUMENTS
¥ ACQUIRED BY GENERAL HEARING INSTRUMENTS

HIAPART

HEARING INDUSTRIES ASSOCIATION
STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1988 #	1988 %	1989 #	1989 %	1990 #	1990 %	1991 JAN - JUNE #	1991 JAN - JUNE %	% Δ
ALABAMA	12,441	0.95	14,872	1.01	14,081	0.93	7,988	1.01	14.87
ALASKA	1,710	0.13	1,653	0.11	1,688	0.11	939	0.12	20.38
ARIZONA	24,110	1.84	24,911	1.69	23,593	1.56	13,225	1.68	11.23
ARKANSAS	9,386	0.72	12,718	0.86	11,082	0.73	6,767	0.86	19.75
CALIFORNIA	142,554	10.90	149,213	10.13	155,697	10.28	81,059	10.29	6.48
COLORADO	25,105	1.92	22,774	1.55	21,006	1.39	11,540	1.46	3.24
CONNECTICUT	14,458	1.11	16,172	1.10	16,017	1.06	8,623	1.09	11.70
DELAWARE	3,362	0.26	2,934	0.20	3,009	0.20	1,531	0.19	7.21
WASHINGTON, D.C.	2,134	0.16	2,446	0.17	2,048	0.14	1,615	0.20	47.76
FLORIDA	77,192	5.90	101,163	6.87	109,338	7.22	61,587	7.82	9.95
GEORGIA	22,226	1.70	23,080	1.57	22,002	1.45	13,185	1.67	25.19
HAWAII	3,524	0.27	4,319	0.29	6,040	0.40	3,281	0.42	9.00
IDAHO	7,792	0.60	8,779	0.60	9,094	0.60	4,762	0.60	9.93
ILLINOIS	51,991	3.97	59,902	4.07	60,985	4.03	31,854	4.04	5.15
INDIANA	32,069	2.45	35,106	2.38	35,723	2.36	17,464	2.22	-0.33
IOWA	21,359	1.63	23,213	1.58	22,763	1.50	11,785	1.50	0.43
KANSAS	14,534	1.11	14,596	0.99	15,045	0.99	7,561	0.96	3.52
KENTUCKY	14,421	1.10	17,261	1.17	17,617	1.16	9,444	1.20	10.88
LOUISIANA	11,998	0.92	13,978	0.95	14,569	0.96	7,868	1.00	16.49
MAINE	6,398	0.49	7,382	0.50	6,995	0.46	3,425	0.43	4.58
MARYLAND	24,008	1.84	23,551	1.60	24,464	1.62	13,090	1.66	10.79
MASSACHUSETTS	37,462	2.86	40,016	2.72	39,268	2.59	18,812	2.39	-0.34
MICHIGAN	63,503	4.85	61,931	4.20	67,704	4.47	34,738	4.41	7.02
MINNESOTA	34,077	2.60	37,320	2.53	38,601	2.55	18,058	2.29	-2.07
MISSISSIPPI	7,710	0.59	8,716	0.59	9,173	0.61	4,860	0.62	7.33
MISSOURI	30,077	2.30	38,898	2.64	38,067	2.51	21,691	2.75	21.24
MONTANA	5,037	0.38	8,127	0.55	7,672	0.51	3,946	0.50	-3.76
NEBRASKA	11,430	0.87	12,885	0.87	12,697	0.84	5,831	0.74	-7.21
NEVADA	5,698	0.44	6,140	0.42	7,087	0.47	3,675	0.47	5.88
NEW HAMPSHIRE	4,219	0.32	5,220	0.35	5,653	0.37	2,959	0.38	17.47
NEW JERSEY	36,788	2.81	35,410	2.40	34,935	2.31	18,770	2.38	11.89
NEW MEXICO	8,079	0.62	7,771	0.53	7,858	0.52	4,218	0.54	4.17
NEW YORK	72,581	5.55	80,001	5.43	80,648	5.33	42,617	5.41	11.66
NORTH CAROLINA	24,948	1.91	25,984	1.76	24,404	1.61	13,168	1.67	9.80

STATISTICAL REPORTING PROGRAM
CUMULATIVE YEAR-TO-DATE UNIT SALES
BY STATE AND COUNTRY

STATE	1988 #	1988 %	1989 #	1989 %	1990 #	1990 %	1991 (JAN - JUNE) #	1991 (JAN - JUNE) %	1991 (JAN - JUNE) % Δ
NORTH DAKOTA	5,878	0.45	5,561	0.38	5,524	0.36	2,926	0.37	12.67
OHIO	56,851	4.35	66,239	4.50	71,048	4.69	33,963	4.31	4.32
OKLAHOMA	17,241	1.32	17,940	1.22	18,457	1.22	8,999	1.14	0.56
OREGON	26,483	2.02	23,273	1.58	26,251	1.73	14,267	1.81	13.15
PENNSYLVANIA	57,735	4.41	67,982	4.61	69,613	4.60	37,871	4.81	12.62
RHODE ISLAND	5,438	0.42	5,904	0.40	5,861	0.39	2,786	0.35	-7.29
SOUTH CAROLINA	10,402	0.80	11,655	0.79	11,991	0.79	6,527	0.83	19.70
SOUTH DAKOTA	5,181	0.40	5,328	0.36	5,096	0.34	3,067	0.39	13.17
TENNESSEE	18,168	1.39	22,281	1.51	21,295	1.41	11,395	1.45	14.82
TEXAS	65,164	4.98	72,771	4.94	78,541	5.19	42,468	5.39	11.53
UTAH	7,741	0.59	9,978	0.68	11,091	0.73	6,107	0.78	18.56
VERMONT	7,017	0.54	6,619	0.45	6,463	0.43	3,882	0.49	20.15
VIRGINIA	20,980	1.60	22,929	1.56	22,276	1.47	11,584	1.47	4.32
WASHINGTON	28,905	2.21	30,821	2.09	31,526	2.08	17,199	2.18	12.37
WEST VIRGINIA	13,824	1.06	13,378	0.91	13,258	0.88	7,403	0.94	16.31
WISCONSIN	28,427	2.17	31,139	2.11	31,200	2.06	15,674	1.99	0.34
WYOMING	2,148	0.16	1,947	0.13	1,848	0.12	992	0.13	2.90
GOVERNMENT AGENCIES	64,828	4.96	72,077	4.89	66,623	4.40	35,563	4.51	15.46
UNALLOCATED BY STATE	1,527	0.12	37,091	2.52	49,525	3.27	13,251	1.68	-45.21
DOMESTIC SUBTOTAL	1,308,319	100%	1,473,355	100%	1,514,110	100%	787,860	100%	7.09
CANADA (see p.12)	49,283		38,795		20,769		13,173		18.68
OTHER EXPORTS (see p. 15)	37,844		40,930		56,120		34,728		45.09
FOREIGN SUBTOTAL	87,127		79,725		76,889		47,901		36.72
GRAND TOTAL	1,395,446		1,553,080		1,590,999		835,761		+8.43
% OVER PRIOR YEAR	-0.57%		+11.30% **		+2.44%				

NOTES:

- # NET UNIT SALES (YEAR TO DATE)
- % PERCENTAGE OF TOTAL DOMESTIC SALES (YEAR TO DATE)
- % Δ PERCENTAGE CHANGE OVER SAME PERIOD LAST YEAR
- ** THE 1989 STATISTICS INCLUDE 11 NEW REPORTING COMPANIES; WITHOUT THOSE COMPANIES, SALES DECREASED 0.41%

HIASTATE

NET UNITS SOLD BY TYPE AND ORIGIN

	BEHIND-THE-EAR		IN-THE-EAR					MISCELLANEOUS (*)		TOTALS			% Δ (**)
	Domestic Mfg.	Foreign Mfg.	Custom	Canal	Half-Concha	Low Profile	Stock Canal	Domestic Mfg.	Foreign Mfg.	Domestic Mfg.	Foreign Mfg.	All Mfg.	
1988													
1st Quarter	30,178	38,828	166,845	60,971	10,961	21,095	812	7,956	2,442	296,765	43,323	340,088	-1.23%
T&O %	8.87%	11.42%	49.06%	17.93%	3.22%	6.20%	0.24%	2.34%	0.72%	87.26%	12.74%	100.00%	
2nd Quarter	34,769	37,253	175,626	63,342	12,777	23,867	570	7,962	2,490	316,987	41,669	358,656	-1.81%
T&O %	9.69%	10.39%	48.97%	17.66%	3.56%	6.65%	0.16%	2.22%	0.69%	88.38%	11.62%	100.00%	
3rd Quarter	34,268	37,075	179,517	63,050	11,983	24,640	782	3,905	1,144	315,712	40,652	356,364	+3.27%
T&O %	9.62%	10.40%	50.37%	17.69%	3.36%	6.91%	0.22%	1.10%	0.32%	88.59%	11.41%	100.00%	
4th Quarter	27,399	32,157	180,623	55,059	12,287	25,183	456	5,970	1,204	304,332	36,006	340,338	-2.44%
T&O %	8.05%	9.45%	53.07%	16.18%	3.61%	7.40%	0.13%	1.75%	0.35%	89.42%	10.58%	100.00%	
Total 1988	**126,614**	**145,313**	**702,611**	**242,422**	**48,008**	**94,785**	**2,620**	**25,793**	**7,280**	**1,233,796**	**161,650**	**1,395,446**	**-0.57%**
T&O %	**9.07%**	**10.41%**	**50.35%**	**17.37%**	**3.44%**	**6.79%**	**0.19%**	**1.85%**	**0.52%**	**88.42%**	**11.58%**	**100.00%**	
Type %	**19.49%**				**78.14%**			**2.37%**				**100.00%**	
1989													
1st Quarter	37,053	36,324	189,496	61,554	12,925	24,203	327	6,680	1,222	332,238	37,546	369,784	+8.73%
T&O %	10.02%	9.82%	51.25%	16.65%	3.50%	6.55%	0.09%	1.81%	0.33%	89.85%	10.15%	100.00%	
2nd Quarter	34,853	44,845	208,355	72,611	15,163	25,487	541	5,039	1,910	362,049	46,755	408,804	+13.98%
T&O%	8.53%	10.97%	50.97%	17.76%	3.71%	6.23%	0.13%	1.23%	0.47%	88.56%	11.44%	100.00%	
3rd Quarter	45,228	34,273	208,761	76,657	15,859	22,850	581	5,266	2,053	375,202	36,326	411,528	+15.48%
T&O %	10.99%	8.33%	50.73%	18.63%	3.85%	5.55%	0.14%	1.28%	0.50%	91.17%	8.83%	100.00%	
4th Quarter	30,080	43,985	171,851	75,246	15,621	17,802	1,479	5,850	1,050	317,929	45,035	362,964	+6.65%
T&O%	8.29%	12.12%	47.35%	20.73%	4.30%	4.90%	0.41%	1.61%	0.29%	87.59%	12.41%	100.00%	
Total 1989	**147,214**	**159,427**	**778,463**	**286,068**	**59,568**	**90,342**	**2,928**	**22,835**	**6,235**	**1,387,418**	**165,662**	**1,553,080**	**+11.30%** (***)
T&O %	**9.48%**	**10.27%**	**50.12%**	**18.42%**	**3.84%**	**5.82%**	**0.19%**	**1.47%**	**0.40%**	**89.33%**	**10.67%**	**100.00%**	
Type %	**19.75%**				**78.39%**			**1.87%**				**100.00%**	
1990													
1st Quarter	76,942		182,706	76,042	17,859	14,071	2,929	7,169		377,718		377,718	+2.15% ‡
Type %	20.37%		48.37%	20.13%	4.73%	3.73%	0.78%	1.90%		100.00%		100.00%	
2nd Quarter	81,782		186,374	81,934	21,099	15,883	-50	6,009		393,031		393,031	-3.86% ‡
Type %	20.81%		47.42%	20.85%	5.37%	4.04%	-0.01%	1.53%		100.00%		100.00%	
3rd Quarter	95,959		199,285	91,089	22,768	15,580	649	8,442		433,772		433,772	+5.41%
Type%	22.12%		45.94%	21.00%	5.25%	3.59%	0.15%	1.95%		100.00%		100.00%	
4th Quarter	88,096		177,466	81,007	19,821	13,108	949	6,031		386,478		386,478	+6.48%
Type%	22.79%		45.92%	20.96%	5.13%	3.39%	0.25%	1.56%		100.00%		100.00%	
Total 1990	**342,779**		**745,831**	**330,072**	**81,547**	**58,642**	**4,477**	**27,651**		**1,590,999**		**1,590,999**	**+2.44%**
Type %	**21.54%**		**45.58%**	**20.75%**	**5.13%**	**3.69%**	**0.28%**	**1.74%**		**100.00%**		**100.00%**	
Total %	**21.54%**				**76.72%**			**1.74%**				**100.00%**	
1991													
1st Quarter	81,611		189,292	88,974	20,159	13,643	621	7,103		401,403		401,403	+6.27% §
Type%	20.33%		47.16%	22.17%	5.02%	3.40%	0.15%	1.77%		100.00%		100.00%	
2nd Quarter	88,416		203,992	97,334	22,335	13,936	1,111	7,234		434,358		434,358	+10.51%
Type%	20.36%		46.96%	22.41%	5.14%	3.21%	0.26%	1.67%		100.00%		100.00%	
Total 1991	**170,027**		**393,284**	**186,308**	**42,494**	**27,579**	**1,732**	**14,337**		**835,761**		**835,761**	**+8.43%**
Type %	**20.34%**		**47.06%**	**22.29%**	**5.08%**	**3.30%**	**0.21%**	**1.72%**		**100.00%**		**100.00%**	
Total %	**20.34%**				**77.94%**			**1.72%**				**100.00%**	

(*) Includes modular ITEs, hearing aid assemblies, eyeglass and body aids.

(**) % Δ is current period vs. same period last year

(***) The 1989 statistics include 11 new reporting companies; without those companies, sales decreased 0.41%

‡ Adjustments to 1st & 2nd quarters due to amended reports filed by reporting companies.

§ Adjustments to 1st quarter 1991 due to amended reports filed and additional participants.

HIASUMM

DOMESTIC NET UNITS SOLD BY TYPE

	BEHIND THE-EAR	IN-THE-EAR					MISCELLANOUS						
		Custom	Canal	Half-Concha	Low Profile	Stock Canal	Modular	Hearing Aid Assmb.	Body Aids	Eyeglass Aids	TOTAL	% Δ (**)	
1990													
1st Quarter	69,098	173,022	76,042	17,859	14,071	2,929	1,912	3,079	1,287	786	360,085	+5.55%	‡
Type %	20.37%	48.37%	20.13%	4.73%	3.73%	0.78%	0.54%	0.87%	0.36%	0.22%	100.00%		
2nd Quarter	72,955	177,865	81,934	21,099	15,883	-50	2,476	1,649	1,154	663	375,628	+0.62%	‡
Type %	20.81%	47.42%	20.85%	5.37%	4.04%	-0.01%	0.67%	0.44%	0.31%	0.18%	100.00%		
3rd Quarter	83,604	190,734	91,089	22,768	15,580	649	2,617	3,645	1,298	760	412,744	+6.62%	
Type%	22.12%	45.94%	21.00%	5.25%	3.59%	0.15%	0.64%	0.90%	0.32%	0.19%	100.00%		
4th Quarter	76,698	168,081	81,007	19,821	13,108	949	167	3,731	1,379	712	365,653	+9.23%	
Type%	22.79%	45.92%	20.96%	5.13%	3.39%	0.25%	0.05%	1.04%	0.38%	0.20%	100.00%		
Total 1990	**302,355**	**709,702**	**330,072**	**81,547**	**58,642**	**4,477**	**7,172**	**12,104**	**5,118**	**2,921**	**1,514,110**	**+5.42%**	
Type %	**19.97%**	**46.87%**	**21.80%**	**5.39%**	**3.87%**	**0.30%**	**0.47%**	**0.80%**	**0.34%**	**0.19%**	**100.00%**		
Total %	**19.97%**			**78.23%**				**1.80%**					
1991													
1st Quarter	73,828	175,261	88,974	20,159	13,643	621	553	4,864	935	547	379,385	+5.36%	§
Type%	19.46%	46.20%	23.45%	5.31%	3.60%	0.16%	0.15%	1.28%	0.25%	0.14%	100.00%		
2nd Quarter	75,963	190,656	97,334	22,335	13,936	1,111	317	5,139	1,102	582	408,475	+8.74%	
Type%	18.60%	46.68%	23.83%	5.47%	3.41%	0.27%	0.08%	1.26%	0.27%	0.14%	100.00%		
Total 1991	**149,791**	**365,917**	**186,308**	**42,494**	**27,579**	**1,732**	**870**	**10,003**	**2,037**	**1,129**	**787,860**	**+7.09%**	
Type %	**19.01%**	**46.44%**	**23.65%**	**5.39%**	**3.50%**	**0.22%**	**0.11%**	**1.27%**	**0.26%**	**0.14%**	**100.00%**		
Total %	**19.01%**			**79.21%**				**1.78%**					

(**) % Δ is current period vs. same period last year

‡ Adjustments to 1st & 2nd quarters due to amended reports filed by reporting companies.

§ Adjustments to 1st quarter 1991 due to amended reports filed and additional participants.

HIASUMM.2

RETURNS FOR CREDIT FOR DOMESTIC UNITS -- ANNUAL SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE	(2) WEIGHTED AVERAGE RETURN RATE	(3) MEDIAN RETURN RATE	(4) STANDARD DEVIATION
1988							
Custom In-The-Ear	19	804,694	116,273	14.45%	15.30%	14.86%	3.9
Canal In-The-Ear	19	312,205	59,274	18.99%	19.98%	20.38%	5.7
Behind-The-Ear	14	328,860	48,892	14.87%	13.31%	12.28%	4.9
1989							
Custom In-The-Ear	21	1,142,251	167,956	14.70%	15.45%	16.13%	4.0
Canal In-The-Ear	21	461,356	82,980	17.99%	20.73%	21.38%	6.1
Behind-The-Ear	18	344,572	53,701	15.58%	14.57%	14.01%	5.9
1990 (JANUARY - MARCH)							
Custom In-The-Ear	31	209,099	26,393	12.62%	11.28%	12.89%	4.1
Canal In-The-Ear	29	90,490	14,448	15.97%	17.21%	16.47%	8.0
Behind-The-Ear	23	90,348	13,406	14.84%	13.23%	13.23%	4.1
1990 (APRIL - JUNE)							
Custom In-The-Ear	30	207,546	29,681	14.30%	14.20%	14.83%	5.0
Canal In-The-Ear	29	98,605	16,671	16.91%	18.02%	18.51%	7.4
Behind-The-Ear	25	90,294	17,338	19.20%	14.09%	17.95%	8.4
1990 (JULY - SEPTEMBER)							
Custom In-The-Ear	29	221,051	30,317	13.71%	13.02%	11.66%	4.9
Canal In-The-Ear	29	111,001	19,912	17.94%	17.36%	15.39%	6.6
Behind-The-Ear	27	99,529	15,925	16.00%	12.92%	14.99%	7.8
1990 (OCTOBER - DECEMBER)							
Custom In-The-Ear	31	196,029	27,948	14.26%	14.14%	10.70%	4.5
Canal In-The-Ear	33	97,635	16,628	17.03%	18.82%	19.44%	6.8
Behind-The-Ear	28	93,262	16,564	17.76%	17.15%	14.97%	8.1
1991 (JANUARY - MARCH)							
Custom In-The-Ear	37	202,365	27,104	13.39%	12.90%	14.33%	5.1
Canal In-The-Ear	35	106,831	17,857	16.72%	16.48%	15.69%	6.6
Behind-The-Ear	26	89,920	16,092	17.90%	16.37%	17.69%	5.8
1991 (APRIL - JUNE)							
Custom In-The-Ear	39	221,820	31,164	14.05%	12.79%	13.76%	5.3
Canal In-The-Ear	37	117,714	20,380	17.31%	17.60%	17.11%	9.3
Behind-The-Ear	27	93,896	17,933	19.10%	18.13%	17.84%	7.7

(1) = Total Unit Returns/Gross Unit Sales
(2) = Sum of Average Return Rates/Number of Companies
(3) = Average Return Rate (1) at Median Point
(4) = Standard Deviation Range +/- of Average Return Rate (1)

HIARETCR1

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
APRIL - JUNE 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
ALABAMA	35	4,658	3,883	775	16.64%
ALASKA	16	554	488	66	11.91%
ARIZONA	36	7,762	6,254	1,508	19.43%
ARKANSAS	32	4,444	3,731	713	16.04%
CALIFORNIA	40	51,391	42,067	9,324	18.14%
COLORADO	34	7,435	6,096	1,339	18.01%
CONNECTICUT	37	5,433	4,531	902	16.60%
DELAWARE	28	940	784	156	16.60%
WASHINGTON, D.C.	18	1,013	854	159	15.70%
FLORIDA	39	33,999	28,585	5,414	15.92%
GEORGIA	35	8,095	6,714	1,381	17.06%
HAWAII	25	1,921	1,591	330	17.18%
IDAHO	32	2,842	2,410	432	15.20%
ILLINOIS	39	20,143	16,902	3,241	16.09%
INDIANA	37	11,142	9,116	2,026	18.18%
IOWA	34	7,884	6,289	1,595	20.23%
KANSAS	34	5,031	4,255	776	15.42%
KENTUCKY	38	5,725	4,707	1,018	17.78%
LOUISIANA	36	4,755	3,926	829	17.43%
MAINE	27	2,266	1,948	318	14.03%
MARYLAND	36	7,951	6,459	1,492	18.76%
MASSACHUSETTS	38	11,463	9,763	1,700	14.83%
MICHIGAN	36	21,635	18,670	2,965	13.70%
MINNESOTA	39	11,613	9,404	2,209	19.02%
MISSISSIPPI	31	2,982	2,431	551	18.48%
MISSOURI	37	13,612	11,818	1,794	13.18%
MONTANA	28	2,423	2,018	405	16.71%
NEBRASKA	32	4,104	3,225	879	21.42%
NEVADA	27	2,047	1,924	123	6.01%
NEW HAMPSHIRE	28	1,915	1,547	368	19.22%
NEW JERSEY	34	11,697	10,033	1,664	14.23%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION
APRIL - JUNE 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
NEW MEXICO	33	2,706	2,203	503	18.59%
NEW YORK	39	27,226	22,648	4,578	16.81%
NORTH CAROLINA	35	8,020	6,755	1,265	15.77%
NORTH DAKOTA	25	2,264	1,590	674	29.77%
OHIO	39	21,907	18,492	3,415	15.59%
OKLAHOMA	35	5,843	5,049	794	13.59%
OREGON	33	8,910	6,862	2,048	22.99%
PENNSYLVANIA	39	23,111	19,920	3,191	13.81%
RHODE ISLAND	28	1,654	1,332	322	19.47%
SOUTH CAROLINA	35	4,048	3,436	612	15.12%
SOUTH DAKOTA	26	1,906	1,591	315	16.53%
TENNESSEE	35	8,085	5,832	2,253	27.87%
TEXAS	38	24,530	21,376	3,154	12.86%
UTAH	31	3,581	3,107	474	13.24%
VERMONT	25	2,934	2,295	639	21.78%
VIRGINIA	35	7,124	6,033	1,091	15.31%
WASHINGTON	34	10,541	8,596	1,945	18.45%
WEST VIRGINIA	34	4,561	4,030	531	11.64%
WISCONSIN	32	10,129	8,459	1,670	16.49%
WYOMING	22	572	507	65	11.36%
GOVERNMENT AGENCIES	12	20,047	18,528	1,519	7.58%
UNALLOCATED BY STATE	12	8,292	7,411	881	10.62%
DOMESTIC TOTAL		486,866	408,475	78,391	16.10%

{1} = Total Unit Returns/Gross Unit Sales

HIASTATE.2

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
APRIL - JUNE 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	(1) AVERAGE RETURN RATE
NORTH DAKOTA	25	2,264	1,590	674	29.77%
TENNESSEE	35	8,085	5,832	2,253	27.87%
OREGON	33	8,910	6,862	2,048	22.99%
VERMONT	25	2,934	2,295	639	21.78%
NEBRASKA	32	4,104	3,225	879	21.42%
IOWA	34	7,884	6,289	1,595	20.23%
RHODE ISLAND	28	1,654	1,332	322	19.47%
ARIZONA	36	7,762	6,254	1,508	19.43%
NEW HAMPSHIRE	28	1,915	1,547	368	19.22%
MINNESOTA	39	11,613	9,404	2,209	19.02%
MARYLAND	36	7,951	6,459	1,492	18.76%
NEW MEXICO	33	2,706	2,203	503	18.59%
MISSISSIPPI	31	2,982	2,431	551	18.48%
WASHINGTON	34	10,541	8,596	1,945	18.45%
INDIANA	37	11,142	9,116	2,026	18.18%
CALIFORNIA	40	51,391	42,067	9,324	18.14%
COLORADO	34	7,435	6,096	1,339	18.01%
KENTUCKY	38	5,725	4,707	1,018	17.78%
LOUISIANA	36	4,755	3,926	829	17.43%
HAWAII	25	1,921	1,591	330	17.18%
GEORGIA	35	8,095	6,714	1,381	17.06%
NEW YORK	39	27,226	22,648	4,578	16.81%
MONTANA	28	2,423	2,018	405	16.71%
ALABAMA	35	4,658	3,883	775	16.64%
CONNECTICUT	37	5,433	4,531	902	16.60%
DELAWARE	28	940	784	156	16.60%
SOUTH DAKOTA	26	1,906	1,591	315	16.53%
WISCONSIN	32	10,129	8,459	1,670	16.49%
ILLINOIS	39	20,143	16,902	3,241	16.09%
ARKANSAS	32	4,444	3,731	713	16.04%

RETURNS FOR CREDIT FOR DOMESTIC UNITS
SALES BY DESTINATION (By Return Rate)
APRIL - JUNE 1991

STATE	# OF COMPANIES	GROSS UNIT SALES	NET UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE
FLORIDA	39	33,999	28,585	5,414	15.92%
NORTH CAROLINA	35	8,020	6,755	1,265	15.77%
WASHINGTON, D.C.	18	1,013	854	159	15.70%
OHIO	39	21,907	18,492	3,415	15.59%
KANSAS	34	5,031	4,255	776	15.42%
VIRGINIA	35	7,124	6,033	1,091	15.31%
IDAHO	32	2,842	2,410	432	15.20%
SOUTH CAROLINA	35	4,048	3,436	612	15.12%
MASSACHUSETTS	38	11,463	9,763	1,700	14.83%
NEW JERSEY	34	11,697	10,033	1,664	14.23%
MAINE	27	2,266	1,948	318	14.03%
PENNSYLVANIA	39	23,111	19,920	3,191	13.81%
MICHIGAN	36	21,635	18,670	2,965	13.70%
OKLAHOMA	35	5,843	5,049	794	13.59%
UTAH	31	3,581	3,107	474	13.24%
MISSOURI	37	13,612	11,818	1,794	13.18%
TEXAS	38	24,530	21,376	3,154	12.86%
ALASKA	16	554	488	66	11.91%
WEST VIRGINIA	34	4,561	4,030	531	11.64%
WYOMING	22	572	507	65	11.36%
UNALLOCATED BY STATE	12	8,292	7,411	881	10.62%
GOVERNMENT AGENCIES	12	20,047	18,528	1,519	7.58%
NEVADA	27	2,047	1,924	123	6.01%
DOMESTIC TOTAL		486,866	408,475	78,391	16.10%

{1} = Total Unit Returns/Gross Unit Sales

HIASTATE.3

CANADIAN NET SALES BY PROVINCE
1988-1991 YTD -- SUMMARY

	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)	JAN - JUNE 1991
ALBERTA	5,618	+5.52%	4,238	-24.56%	3,515	-17.06%	3,232
BRITISH COLUMBIA	7,688	+2.78%	5,442	-29.21%	4,520	-16.94%	3,126
MANITOBA	2,067	+14.90%	1,592	-22.98%	557	-65.01%	273
NEW BRUNSWICK	1,347	+31.54%	817	-39.35%	221	-72.95%	105
NEWFOUNDLAND	320	-18.78%	475	+48.44%	29	-93.89%	4
NOVA SCOTIA	1,963	+26.16%	2,897	+47.58%	356	-87.71%	200
ONTARIO	18,506	-12.07%	15,682	-15.26%	6,667	-57.49%	2,317
PRINCE EDWARD ISLAND	91	-19.47%	62	-31.87%	50	-19.35%	12
QUEBEC	4,555	+4.83%	3,671	-19.41%	2,040	-44.43%	1,059
SASKATCHEWAN	4,162	+75.98%	2,453	-41.06%	925	-62.43%	1,521
NORTHWEST TERRITORIES	44	+4300.00%	26	-40.91%	19	-26.92%	4
YUKON TERRITORIES	10	+100.00%	3	-70.00%	0	-100.00%	0
UNALLOCATED	2,912	-51.44%	1,437	-50.65%	1,870	+30.13%	1,320
TOTAL	**49,283**	**-4.21%**	**38,795**	**-21.28%**	**20,769**	**-46.46%**	**13,173**

% Δ = Change in sales over previous year

CANADIAN NET SALES BY PROVINCE
1991 YTD -- BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
ALBERTA	2,293	929	10	3,232	24.54
BRITISH COLUMBIA	2,416	709	1	3,126	23.73
MANITOBA	236	37	0	273	2.07
NEW BRUNSWICK	105	0	0	105	0.80
NEWFOUNDLAND	3	1	0	4	0.03
NOVA SCOTIA	187	13	0	200	1.52
ONTARIO	1,969	347	1	2,317	17.59
PRINCE EDWARD ISLAND	12	0	0	12	0.09
QUEBEC	620	439	0	1,059	8.04
SASKATCHEWAN	1,515	6	0	1,521	11.55
NORTHWEST TERRITORIES	4	0	0	4	0.03
YUKON TERRITORIES	0	0	0	0	0.00
UNALLOCATED	751	569	0	1,320	10.02
TOTAL	10,111	3,050	12	13,173	100.00

HIACAN.1

CANADIAN RETURNS FOR CREDIT BY TYPE
1990 - 1991 YTD SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	3,692	405	10.97%	12.12%	39.83%	21.0
Behind The Ear	10	1,926	152	7.89%	3.83%	13.20%	6.4
Body Aids	0	0	0	N/A	N/A	N/A	N/A
1990 (JULY-SEPTEMBER)							
In The Ear	11	3,839	604	15.73%	15.18%	26.74%	12.8
Behind The Ear	10	1,432	170	11.87%	13.99%	30.83%	16.1
Body Aids	1	5	0	0.00%	N/A	0.00%	N/A
1990 (OCTOBER - DECEMBER)							
In The Ear	13	4,239	454	10.71%	7.62%	6.08%	7
Behind The Ear	8	1,684	304	18.05%	14.02%	22.31%	11
Body Aids	1	2	0	0.00%	0.00%	0.00%	N/A
1991 (JANUARY - MARCH)							
In The Ear	12	5,194	637	12.26%	15.82%	23.13%	8.9
Behind The Ear	8	1,308	147	11.24%	8.55%	13.66%	7.4
Body Aids	1	9	1	11.11%	11.11%	11.11%	N/A
1991 (APRIL - JUNE)							
In The Ear	15	6,157	603	9.79%	6.09%	7.86%	5.7
Behind The Ear	10	2,059	170	8.26%	7.23%	7.30%	7.1
Body Aids	2	4	0	0.00%	0.00%	0.00%	0.0

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

OTHER EXPORT NET SALES
1988 - 1991 YTD – SUMMARY

	1988	% Δ (+/-)	1989	% Δ (+/-)	1990	% Δ (+/-)	1991 JAN - JUNE
DESTINATION:							
EUROPE	15,617	+13.13%	15,678	+0.39%	23,348	+48.92%	19,050
MIDDLE EAST	424	+16.80%	190	-55.19%	3,153	+1559.47%	445
AFRICA	1,359	+8.63%	533	-60.78%	706	+32.46%	189
CENTRAL AND SOUTH AMERICA	4,452	+7.30%	6,284	+41.15%	9,460	+50.54%	6,043
JAPAN	2,106	-18.69%	1,850	-12.16%	4,234	+128.86%	1,205
SOUTHEAST ASIA	3,083	+23.07%	3,382	+9.70%	4,698	+38.91%	3,847
UNALLOCATED	10,803	+22.40%	13,013	+20.46%	2,058	-84.91%	2,322
OTHER DESTINATION	N/A		N/A		8,463	N/A	1,627
TOTAL	**37,844**	**+13.01%**	**40,930**	**+8.15%**	**56,120**	**+37.11%**	34,728

% Δ = Percentage change over previous year

OTHER EXPORT NET SALES
1991 YTD --BREAKDOWN BY TYPE

	IN THE EAR	BEHIND THE EAR	BODY AIDS	TOTAL SALES	%
DESTINATION:					
EUROPE	9,421	9,596	33	19,050	54.85
MIDDLE EAST	274	170	1	445	1.28
AFRICA	88	101	0	189	0.54
CENTRAL AND SOUTH AMERICA	3,090	2,941	12	6,043	17.40
JAPAN	1,072	83	50	1,205	3.47
SOUTHEAST ASIA	972	2,794	81	3,847	11.08
UNALLOCATED	1,118	1,095	109	2,322	6.69
OTHER DESTINATIONS	1,221	406	0	1,627	4.68
TOTAL	17,256	17,186	286	34,728	100.00

HIAFOREX.1

OTHER EXPORTS RETURNS FOR CREDIT BY TYPE
1990 - 1991 YTD -- SUMMARY

	# OF COMPANIES	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1990 (APRIL - JUNE)							
In The Ear	12	5,497	275	5.00%	5.70%	12.35%	7.4
Behind The Ear	15	7,258	206	2.84%	3.04%	7.99%	5.1
Body Aids	2	67	0	0.00%	0.00%	0.00%	0.0
1990 (JULY - SEPTEMBER)							
In The Ear	13	5,735	419	7.31%	5.05%	10.34%	5.7
Behind The Ear	14	11,552	459	3.97%	18.78%	100.21%	52.6
Body Aids	1	117	0	0.00%	0.00%	0.00%	N/A
1990 (OCTOBER-DECEMBER)							
In The Ear	12	6,160	560	9.09%	11.77%	22.72%	14.5
Behind The Ear	16	10,415	397	3.81%	5.70%	12.58%	8.2
Body Aids	1	42	2	4.76%	0.00%	0.00%	N/A
1991 (JANUARY - MARCH)							
In The Ear	17	9,657	183	1.89%	1.66%	4.54%	2.5
Behind The Ear	14	6,742	120	1.78%	10.05%	50.08%	26.4
Body Aids	2	201	5	2.49%	2.72%	5.43%	3.8
1991 (APRIL - JUNE)							
In The Ear	16	8,228	446	5.42%	11.21%	4.92%	21.9
Behind The Ear	16	10,773	209	1.94%	2.03%	0.05%	3.7
Body Aids	2	90	0	0.00%	0.00%	0.00%	0.0

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

HIAFOREX.2

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1). Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units.....$ 15,140,889
1979 - 240,374 units.....$ 16,803,453
1980 - 247,756 units.....$ 17,578,480
1981 - 253,091 units.....$ 17,373,896
1982 - 234,979 units.....$ 16,728,254
1983 - 218,819 units.....$ 16,289,758
1984 - 321,286 units.....$ 23,065,985
1985 - 297,367 units.....$ 21,578,212
1986 - 278,645 units.....$ 19,681,540
1987 - 232,411 units.....$ 22,106,261
1988 - 215,630 units.....$ 21,914,000
1989 - 146,843 units.....$ 12,862,000
1990 - 75,745 units.....$ 4,226,000
1991 - To be announced by the U.S. Department of Commerce

2). Hearing Aid Parts (dollar value only) ($)

1978 - $ 1,651,106
1979 - $ 1,725,803
1980 - $ 2,495,311
1981 - $ 3,029,171
1982 - $ 4,190,383
1983 - $ 4,148,607
1984 - $ 8,158,145
1985 - $ 10,984,151
1986 - $ 16,917,196
1987 - $ 18,582,533
1988 - $ 17,866,000
1989 - $ 12,615,000
1990 - $ 16,551,000
1991 - To be announced by the U.S. Department of Commerce

B. Veterans Administration

Hearing Aid Instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (by fiscal year October 1 to September 30)

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units
1987 - 56,053 units
1988 - 61,534 units
1989 - 61,565 units
1990 - 49,555 units
1991 - To be announced by the Veterans Administration